PANTILE INVESTMENTS

The AI-native platform rolling up the RIA industry

We acquire retiring advisors, run their books on AI, and keep the clients consolidators lose.

David Baines
Founder & CEO, Pantile Investments

THE FORCING FUNCTION

AI is reshaping advice faster than advisors can adapt.

91%

of advisors now use **generative AI** in some form

85%

call it a **help** to their practice, up from 64% a year ago

65%

worry clients already get advice from AI **without them**

For a solo advisor, building this is impossible. The realistic choice:
sell, or be swept away.

Source: Advisor360° Connected Wealth Report, 2025 ↗

53%

of investors already use AI for financial advice

$15T

in advisor-managed assets retiring this decade

Source: Betterment Retail Investor Survey, 2025 · Cerulli Associates (≈$14.5T in advisor assets transitioning over the next decade) ↗

THE ACQUISITION MARKET

We built a tool that reads every SEC ADV filing.

It parses the public **Form ADV** data on every US RIA and screens for one profile, the practices that are ready to sell and easy to absorb.

- **20+ years** in business, principal nearing retirement
- **Single principal** with no succession plan
- **Fee-based** recurring revenue, no commissions
- **Under $100M AUM** book, ~$1M in revenue

2,000

advisors match the profile, a multi-year acquisition pipeline

3–5×

revenue to acquire. Same systems, same custodians, one integration playbook fits them all.

THE PLATFORM ADVISORS JOIN

AI tools purpose-built for advisors, yielding 33% more client engagement.

01

Call notetaking

Every client call captured, summarized, and turned into next steps for advisors and clients.

02

Client materials

Reviews, plans, deck, and explainers drafted in our voice with specific client data, on demand.

03

Portfolio summaries

Plain-language briefs on what each client owns, what their plan is, and why it fits their goals.

04

Ad agent

Generates and tests our client and acquisition marketing, with baked-in SEC compliance.

05

Use-case agent

Allows advisors to generalize insights across clients and scenarios for client acquisition.

06

Theo

Our custom-built AI system that reasons over real client data so clients can self-serve. The crown jewel.

10+ hrs / week **handed back to every advisor, so their time goes to clients, not admin.**

Source: AI time savings for advisors, 2025 — Zocks, Financial Planning ↗

WHY ADVISORS SELL TO PANTILE

They keep the relationship. We carry the rest.

WHAT THE ADVISOR KEEPS

Their client relationships
The advisor stays on, clients stay with them

Their autonomy
They run their book, now on a better platform

A 2–4 year off-ramp
A paid, structured glide path into retirement

Example: a $100M book · ~$1M revenue · 4× = $4M price

- **$600K** — **Salary & benefits** · $150K/yr across a 4-year off-ramp
- **$1.5M** — **Pantile stock** · at the post-acquisition valuation
- **$2M** — **Cash at close** · funded with venture debt

~$600K equity

The $2M cash is levered **3×** with a venture debt lender, so a **$4M practice** costs us roughly **$600K** of equity.

THE RETENTION MOAT

When wealth passes down, the next generation stays.

80%

of heirs **fire their parents' advisor** the moment they inherit

10 of 15

of our current clients are the **children of an inheritance**, already on the platform

We acquire the parent's book.
Our platform is what keeps their children, the assets consolidators lose.

Source: McKinsey, US Wealth Management ↗

Advisors and clients love our platform.

1
Signed advisor term sheet

$50M+
Assets managed

$750K
Annual revenue

100%
Client retention

Provide value to advisors, while achieving scale for long-term success.

CONSOLIDATORS

LPL / Cerity / Oasic / Creative

AI-NATIVE STARTUPS

Titan / Range / Atlas

PANTILE INVESTMENTS

Acquire + Retain + Improve

Proven aggregators, but advisors fear losing control and relationships.

Great with AI, but aren't acquiring so we'll win on scale and unit economics.

Aggregating for growth, technology for scale, advisors for service.

An experienced team, built to win.

David Baines

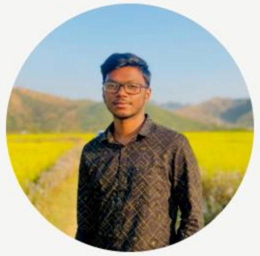
FOUNDER, CEO & INVESTMENTS

3× founder
MBA/PhD (Finance) + PhD CS (AI)
10+ yrs fintech & wealth management

David Portilla

AI & PLATFORM ENGINEER

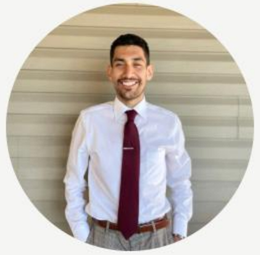
CSU Alum
AI development expert
5+ yrs product & engineering



Sri Vamsi

BACKEND & DEVOPS

MS in CS from CU
4+ yrs cloud infrastructure
4+ yrs backend development



Marcos Murillo

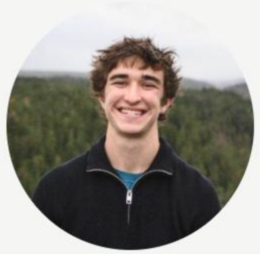
LEAD ADVISOR

BS in Math from NIU
Former advisor at large RIA
7+ yrs wealth management

Heather Wireman

DATA ENGINEERING

Fintech & payments background
Formerly at SS&C
Builds our data & ADV pipeline



Jake Carroll

MARKETING

Startup operator
Launched a consumer app to
3,000 downloads in 3 months

Joel Crampton

FRACTIONAL CMO · ADVISOR

RIA marketing advisor
20+ yrs RIA marketing
Marketing automation expert

POWERED BY techstars_

The raise

We are raising a **$5M seed round** to scale to **$1B AUM** by YE 2027.

$2M · Team	$3M · Acquisition equity

$2M

Team expansion

Three engineers (platform, mobile, and a quant trading engineer) plus one more marketer to scale acquisition.

$3M

Acquisition equity

The equity layer beneath our venture debt, the capital we lever up to buy RIAs.

$1B AUM × 1.5% management fee = $15M ARR by YE 2027

$3M equity + 3× venture debt leverage = **~$12M**

purchasing power · ~3 practices · ~$300M AUM

PANTILE
INVESTMENTS

Reinventing the advisor, for the next generation of clients.

david@pantileinvestments.com

www.pantileinvestments.com

DATA ROOM