Ailpa

AN AI NATIVE ADVISORY FIRM

Reimagining how great business advice is produced and delivered.

The AI-Native advisory firm for company sales.
Senior advisers lead the deal. Our AI carries the work behind it.

€1M PRE SEED

Frankfurt, Germany

Selling a company is the hardest decision an owner will ever make.

A buyer arrives looking for every little detail about the business. The owner has to defend a value, explain accounts never prepared for this purpose, and choose who should own the work of a lifetime, all while still running the company.

Good advice and a solid process turns that uncertainty into a decision the owner can stand behind.

The work behind that advice has always been carried by people.

THE TRADITIONAL ADVISORY FIRM

PARTNER

DIRECTORS

ASSOCIATES

ANALYSTS

Judgement
The senior advice that matters

Production
The work that goes behind producing solid advice

~65%

of Evercore’s 2025 net revenue went to employee compensation.

The model works, and it is also the reason why good advice has always been expensive.

No matter the size of the deal, the work underneath remains substantial

ON A SALE WORTH €500M

The fee carries a full team comfortably.

So that is where the banks and the large firms go, because the fee pays for the structure they maintain.

ON A SALE WORTH €30M

The same work is needed and the fee cannot pay for it.

Fewer buyers are approached.

The preparation is lighter.

Less senior time is spent in the room.

As a result, owner led businesses in the lower end of the valuation receive a thinner version of the same advice, and often pay for it in the price and the terms.

AI changes the economics of production without changing the importance of judgement.

The owner

The owner understands the financial case and sees the process.

3 to 4 months

Our completion target for sales we lead against 9-12 months Industry average

Ailpa's Model

Senior adviser

Senior people lead the client, review the work and negotiate.

Ailpa’s AI deal engine

Financial analysis, valuation and materials
Worldwide buyer research, approved outreach and diligence

A complete sale process, with a named adviser responsible for it.

A generation of owners is preparing to hand over

OWNERSHIP SUCCESSION IN GERMANY

545,000

German businesses want to arrange succession by the end of 2029.

They need a successor and a value that both sides can agree on.

WHERE AILPA STARTS

Germany first

€5m to €15m

in annual EBITDA

Owner led businesses seeking a sale or ownership transfer.

KfW, January 2026. Succession intentions across all SME sizes and transfer types, broader than our target segment.

We enter through advisers who already have the owner’s trust

3 advisory firms have commitments to paid pilots.
Together, they indicate around 25 deals a year.

OUR FIRST ROUTE TO CLIENTS

Run paid pilots → Earn repeat work → Bring in more firms

Run paid pilots

Deliver the first mandate with each partner.

Earn repeat work

Become part of the partner’s delivery team.

Bring in more firms

Use introductions and direct outreach to similar advisories.

OUR OWN ORIGINATION

Our senior advisers win mandates in regions our partners do not cover.

Both routes continue to grow.

Our fee share follows the responsibility we take on

PARTNER LED SALES

30 to 50%

Ailpa carries production.
The partner leads the client and close.
We share the success fee

Agreed by deal size, complexity,
Ailpa's involvement and risk.

AILPA LED SALES

The full fee

Ailpa originates the mandate
and leads the sale.

Average deal size for Ailpa Led Mandates

€35m

Total fee per closed deal at 2.5% success fee

~€1.05m

Management forecast averages before costs. Different deal sizes and terms. Paid pilot terms are agreed separately.

Trusted adviser relationships and a shared AI engine give us a foundation to scale

Approach	What clients buy	Who carries the work
Traditional advisory firms	Advice and a deal team	The firm’s team delivers the sale process on a human pyramid
AI native direct origination Example: OffDeal	An advisory firm built around AI	Its advisers and AI support its own owner mandates.
AI tools for advisers Example: Rogo	Software for the adviser’s team	The adviser’s firm runs mandate delivery.
Ailpa	Complete production for partners. Full advisory for owners.	Ailpa carries production. A senior adviser leads the client.

Advisers gain delivery capacity without building their own AI operation.

I have built AI for M&A alongside the advisers who use it

Rahul Aildasani

Founder

My background combines computer science and finance with experience in banking and capital markets.

At Cellyn, I spent a year building AI for M&A alongside practitioners, learning how the work really runs.

Those working relationships became Ailpa’s first partner relationships.

PREVIOUS EXPERIENCE

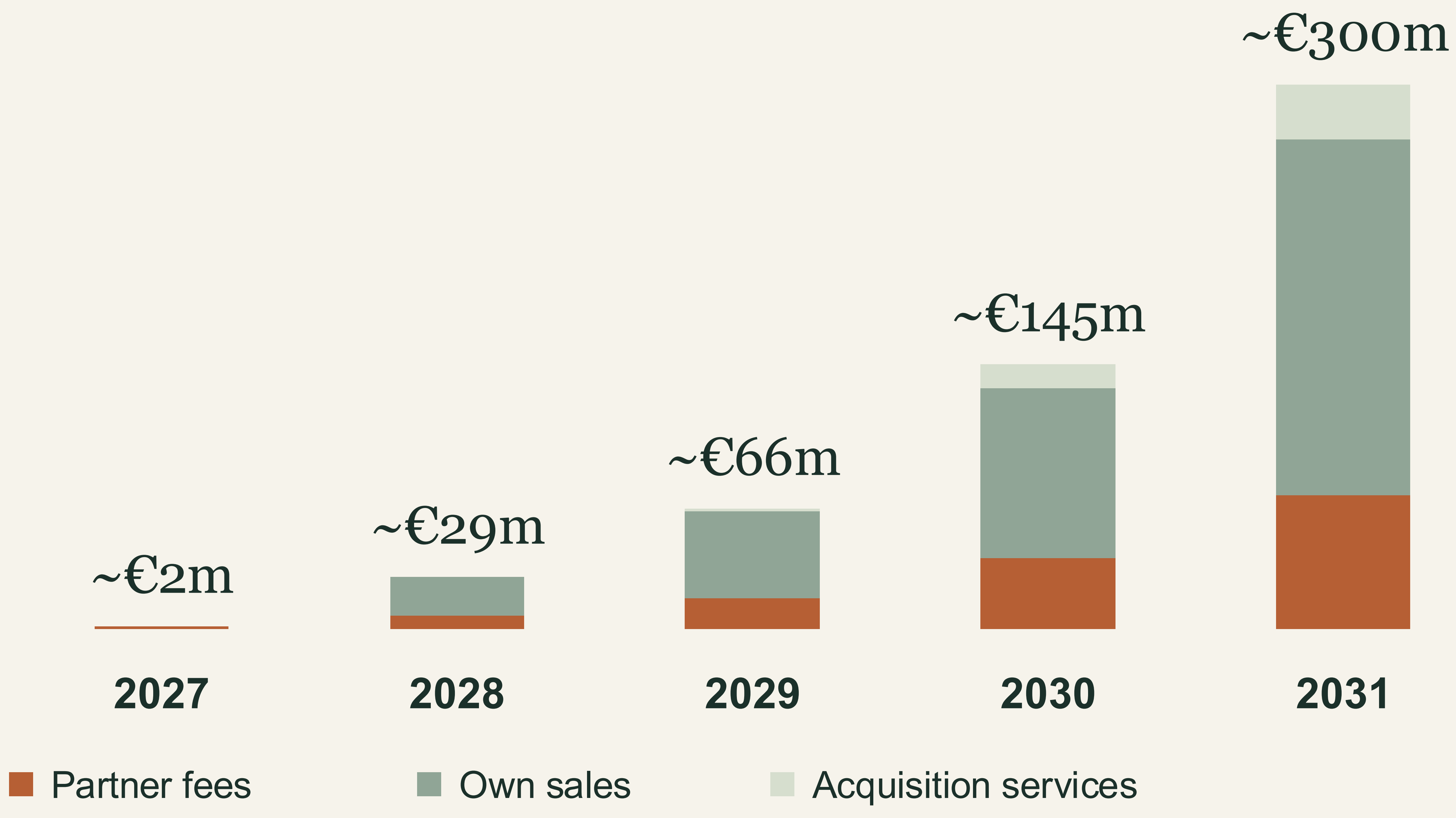
COMMERZBANK

DEUTSCHE BÖRSE GROUP

Supported by Frankfurt School Entrepreneurship Centre and Google for Startups

We grow by serving more partners and leading more sales

MANAGEMENT REVENUE FORECAST



Base forecast before costs, rounded

WHAT GROWTH REQUIRES

2028

~25 sales completed
11 productive partner firms
14 people at year end

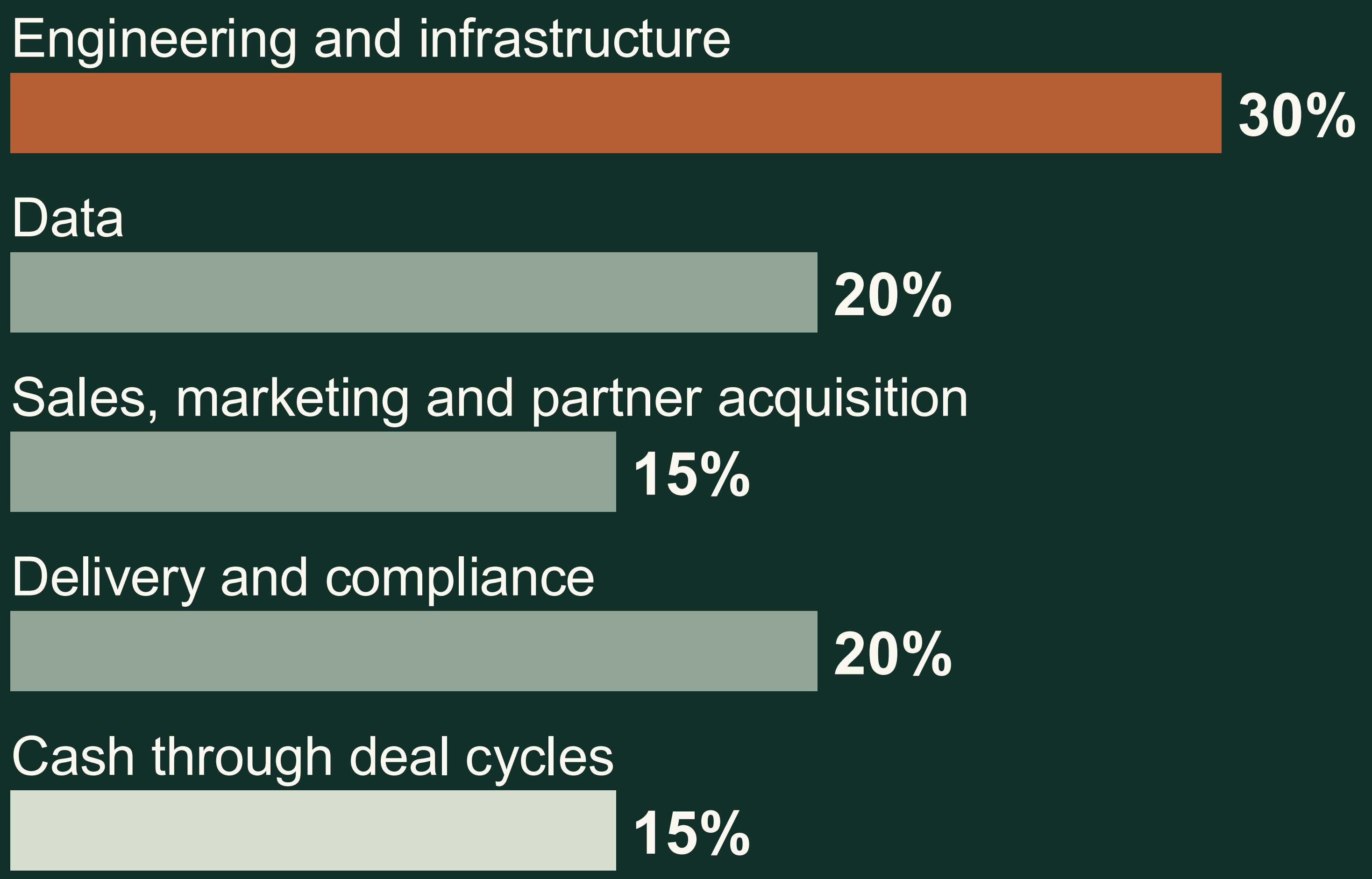
2031

~176 sales completed
46 productive partner firms
191 people at year end

Acquisition services begin contributing in 2029.

€1m to prove the firm on paid mandates

PRE SEED / TARGET CLOSE Q4 2026



WHAT THE ROUND MUST ESTABLISH

- Advisers accept the work.
- Completed sales produce fees.
- Partners return with another mandate.

We measure the full cost of delivery alongside each result.

Proposed allocation of the round. The operating plan also depends on future client collections.

Company sales are the beginning of a global advisory house

We want businesses to turn to Ailpa
for the decisions that shape their future.

OUR STARTING POINT

Company sales

Prepare the business
and find the right buyer.

THE NEXT TRANSACTION SERVICES

Acquisitions and capital

Buy companies and
finance their growth.

THE WIDER ADVISORY FIRM

Transformation, legal and tax

Help the business change
and protect what it has built.

Every mandate strengthens the shared intelligence behind Ailpa.

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