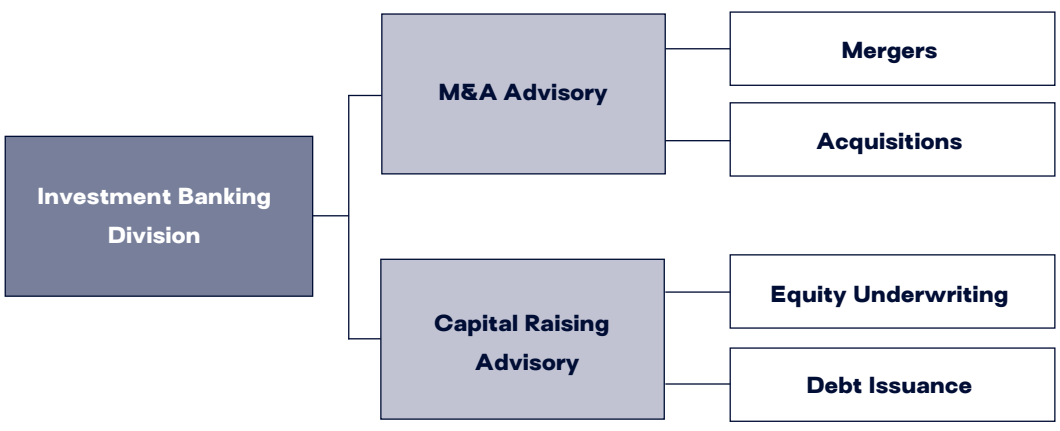
Investment Banking
Fundamentals 4 RIAs

In today's evolving wealth management landscape, access to sophisticated investment banking capabilities is no longer optional—it's foundational. Dynasty Financial Partners through its Investment Bank delivers tailored M&A advisory, capital solutions, and strategic guidance to help RIAs scale, monetize, or plan for what's next.

1

Investment Banking 101

Investment Banking is the segment of the financial services industry that offers strategic advisory services to corporate and institutional clients on mergers and acquisitions (M&A) and underwriting.



2

Understanding the Industry Landscape

Cerulli[1] reported that the combined hybrid and independent RIA channel in 2024 represented a 10-year CAGR of almost 9%, more than 5x retail bank broker dealers and almost 7x the growth of national and regional broker dealers.

Channel	Relative Growth (versus RIAs)
Hybrid & Independent RIAs	Baseline
Retail Bank Broker Dealers	>5x slower
National & Regional Broker Dealers	~7x slower

[1] Cerulli Associates (November 2024). U.S. RIA Marketplace 2024: Redefining the Framework of Independence.

3

How Investment Banking Supports RIAs

Buy-Side M&A

Investment bankers advise the buyer, helping evaluate the deal, justify the price, conduct due diligence, negotiate terms, and guide the transaction to close.

Sell-Side M&A

Investment bankers advise the seller, identifying buyers, managing the sale process, and helping secure the best possible price through to close.

Securities Underwriting

Investment bankers help companies raise capital through equity (ownership) or debt (loans) by connecting them with investors and securing favorable terms.

Capital Partnership

Strategic partners bring expertise and shared goals. Capital partners provide funding and prioritize financial returns. Examples include venture capital, private equity, banks, and family office, each with varying levels of involvement.

4

M&A For Growth

Companies can grow in two ways: organically or inorganically.

- **Organic Growth** comes from internal efforts like improving efficiency, cutting costs, or increasing revenue.
- **Inorganic Growth** happens through mergers and acquisitions, allowing companies to quickly expand market share, enter new markets, or gain new capabilities.

M&A can unlock cost and revenue synergies, helping businesses scale faster than they could on their own.

Our team is here to help you take the next step.

Contact our Dynasty Investment Banking team to explore how we can support your firm with capital solutions, strategic transactions, and long-term growth planning.

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Disclosure: *Dynasty's Investment Bank is operated through Dynasty's wholly owned subsidiary Dynasty Securities LLC ("Dynasty Securities") is a U.S. registered broker-dealer and member FINRA/SIPC.