

AS HEARD ON · THE EFFICIENT ADVISOR

The private asset custodian for advisors.

Private equity, real estate, private credit, precious metals, and digital assets. Held by AET, visible on your dashboard.



Clients aren't asking because they've already decided.

49% of advisors in a recent LinkedIn poll said the biggest barrier to offering alternatives is that clients aren't asking. The data tells a different story.

94[%]

of high-net-worth investors allocate to private and alternative assets.

¹ Long Angle 2026 HNW

31[%]

average HNW allocation to private markets and alternatives.

¹ Long Angle 2026 HNW

42[%]

of Gen Z own crypto. Only 11% have a retirement account.

² YouGov 2025

53[%]

of very-HNW investors want to increase their private asset allocation.

³ Bain & Company

Your clients are doing alternatives. They're just doing them somewhere you can't see. AET is the custodian who can bring them back on your platform.

Not all “alternatives” are created equal.

Both get called “alternatives.” Only one requires a specialist custodian.

ALREADY ON YOUR PLATFORM

Wrapped & liquid alts

- Interval and tender-offer funds
- Public REITs and BDCs
- Liquid alts mutual funds
- Spot crypto ETFs
- Commodity ETFs

AET CUSTODIES

Direct private assets

- Direct private equity, VC, startup equity
- LP interests in private funds
- Syndicated and direct real estate
- Private credit and direct lending
- Physically vaulted precious metals
- Cryptocurrency held directly

AET is the **private asset specialist** that sits alongside your existing custodian.

AET pulls the invisible book back onto your platform.

Every direct-to-consumer alts platform that scaled over the last decade pulled private assets out of advisor-custodied accounts. You can't see the balance, advise on the allocation, bill on the AUM, or manage the tax consequences.

01

Direct-to-consumer platforms

Crypto wallets, real estate crowdfunding accounts, private credit platforms, secondary marketplaces. Held in the client's name, off your reporting.

02

Personal holdings

Family LLCs, friends-and-family startup investments, syndicated real estate, vaulted metals, self-custodied crypto wallets.

03

Stranded retirement assets

Old 401(k)s from prior employers and IRAs at custodians who won't hold private placements.

WHEN AET CUSTODIES

Private assets appear in your portfolio reporting, become **billable AUM**, and can be moved into tax-advantaged structures. Forgotten 401(k)s can be located and rolled in through our **Beagle integration**.

One specialist custodian for the assets your primary custodian won't hold.

01 REAL ESTATE

Real Estate

Investment properties, syndications, fractional and crowdfunded deals, REITs, real estate LLCs.

02 PE & VENTURE

Private Equity & Venture

Direct startup equity, private company shares, LP interests in funds, secondaries.

03 PRIVATE CREDIT

Private Credit

Direct lending, notes, mortgages, tax liens.

04 PRECIOUS METALS

Precious Metals

Physically held and privately vaulted gold, silver, platinum, palladium. The actual metal.

05 DIGITAL ASSETS

Digital Assets

Cryptocurrency held directly, including Bitcoin and Ethereum.

Held inside **IRAs, Roth IRAs, solo 401(k)s, trusts, and taxable accounts.** Whichever structure fits the client and the asset. **Visible to you in all of them.**

Three things change when AET is your private asset partner.

01

See it all in one place.

Private assets appear on your existing dashboard alongside traditional holdings. Morningstar ByAllAccounts pushes data into your portfolio accounting system, performance reporting, and billing.

VISIBILITY

02

Bill on assets you couldn't before.

Held-away private assets become custodied private assets. Custodied private assets become billable AUM at your standard advisory fee.

REVENUE

03

Move at deal speed.

5-minute account approval. 48-hour investment approval for most asset types. Deal templates that move a group of clients into a single offering in days, not weeks.

VELOCITY

You direct the account. We custody the assets.

A standard advisor authorization lets you execute through the Business Portal. AET never sits between you and your client.

WHAT YOU CAN DO

Execute directly through the Business Portal

- Submit capital calls on behalf of clients
- Initiate new investments and subscription documents
- Process distributions and vendor payments
- Manage account documentation and FMV updates
- Handle rollovers and transfers in

WHAT YOUR CLIENTS SEE

Your relationship, your brand, your fee

- The Investor Portal if they want self-service access
- Your branding, your relationship, your fee on their statement
- AET as the named custodian on the account



AET's expertise and help with situations that have been difficult to navigate has made my job much easier, allowing me to focus more on my clients and new business.

Ray Mackmin
President, Mackmin Financial Group

Make your compliance program actually work on private assets.

17% of advisors in the same poll cited compliance concerns about what happens to their program when private assets enter the book. Fair concern. AET gives you the operational infrastructure to handle it.

PUSHED INTO YOUR STACK

What AET pushes into your stack

Defensible valuations for fee billing

FMV on every private asset, pushed into your portfolio accounting system.

ADV-ready books and records

Holdings, transactions, valuations, and fee calculations flow into your book of record. Exam-ready, timestamped, auditable.

Form ADV-aligned AUM reporting

Held-away private assets become custodied AUM you can legitimately report and bill on.

Fee stack documentation

Clean records of custodial fees alongside your advisory fee for accurate client disclosure.

RETIREMENT ACCOUNTS

What AET handles for retirement accounts

Prohibited transaction screening

Every IRA investment runs through a §4975 and disqualified persons check before funds move.

UBIT / UBTI tracking and Form 990-T

When an IRA owes its own tax return, AET handles it.

FMV reporting for Form 5498

Annual fair market values on every private asset in every IRA.

RMD mechanics on illiquid assets

Partial in-kind distributions, FMV-based calculations, and the workflow to execute them.

AET gives you the **operational infrastructure** to run your compliance program on private assets: valuations, books and records, AUM reporting, and the IRA-specific workflows your primary custodian doesn't handle.

A specialist custodian for the assets your clients are already holding.

\$2.5B

AUA across private equity, real estate, private credit, precious metals, and digital assets.

20 yrs

Operating as a Nevada-chartered trust company purpose-built for private asset custody.

1 / advisor

One dedicated rep per advisor relationship.

AET is a Nevada-chartered trust company built for the assets traditional custodians don't hold. Private asset custody is what we do every day, across IRAs, trusts, and taxable accounts, for advisors who need a specialist alongside their primary platform.



Summer Webb

SVP Business Development · AET

Talk to Summer about your private asset custody needs.

Bring a deal you're trying to close, an account type you can't custody, or a question you've been kicking around.

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