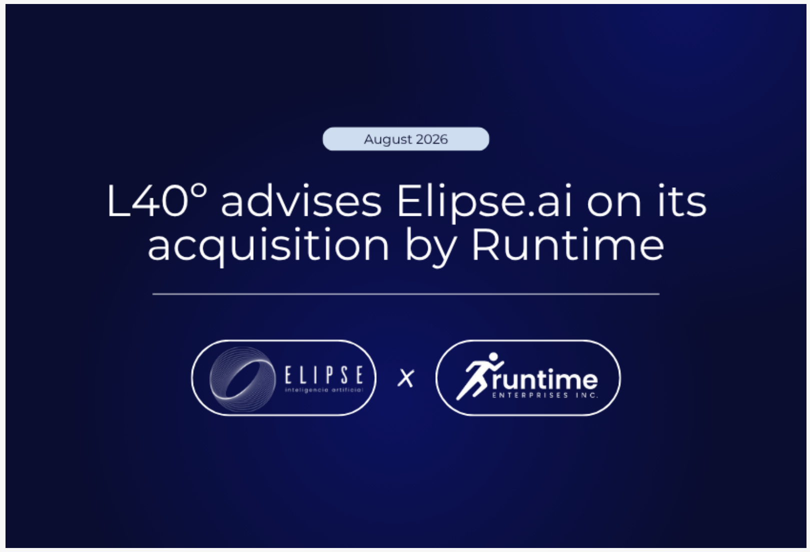
L40° Advises Chilean AI Company Elipse.ai on Acquisition by Runtime Enterprises

Runtime's first investment in Latin America comes as North American software buyers increasingly look to the region for technology acquisition opportunities



AI company Elipse.ai has been 100% acquired by Canadian holdco Runtime Enterprises, exclusively advised by L40°

MIAMI, FL, UNITED STATES, August 13, 2026 /EINPresswire.com/ -- L40°, a cross-border M&A advisory firm focused on software, technology and AI companies, announced that it served as the exclusive M&A advisor to Elipse.ai in its acquisition by Runtime Enterprises Inc., marking the Canadian software holding company's first investment in Latin America.

Elipse.ai is a Chilean artificial intelligence company specializing in conversational AI agents for voice, telephony and WhatsApp, serving more than 100 enterprise clients across seven countries, with a strong presence in healthcare. Runtime Enterprises is a Canadian holding company focused on acquiring and holding software and technology-enabled services businesses for the long term.

> A transaction happens when buyer thesis, seller objectives and timing coincide. When one of the three is missing, nothing else will fix it."
>
> *Manuel Amor, Partner at L40°*

The multi-million-dollar transaction gives Elipse.ai long-term backing to support its next stage of international expansion and continued investment in artificial intelligence. The company will retain its existing brand, management team and operational independence following the acquisition. Specific financial terms were not disclosed.

"From the beginning, we set out to build a solid company for the long term, always putting our customers and our team at the center," said Aleksis Archiles, Co-CEO of Elipse.ai. "We found in

Runtime a partner that shares that vision and understands that great companies are built with decades, not quarters, in mind.”

Increasing Buyer Interest in Latin American Software

Runtime’s first investment in Latin America comes as North American and other international software holding companies broaden their acquisition search into the region, expanding the potential buyer universe for established Latin American technology companies.

L40° is seeing growing interest from software holding companies, strategic acquirers and financial buyers evaluating Latin American businesses with recurring revenue, established customer bases and the potential to scale internationally.

L40° is a Miami-based M&A firm focused on sell-side advisory for AI and software companies

The Elipse.ai process reflected that dynamic. The company attracted interest from both strategic and financial buyers and generated multiple LOIs, including from Latin American parties, before ultimately completing the transaction with Runtime, an international acquirer entering the region for the first time.
Regional and international buyers do not necessarily underwrite the same business in the same way. Differences in strategic priorities, geographic ambitions, available capital and ownership models can influence both valuation and transaction structure, making a broader cross-border buyer universe particularly relevant for Latin American technology companies.

“A transaction happens when buyer thesis, seller objectives and timing coincide. When one of the three is missing, nothing else will fix it,” said Manuel Amor, Partner at L40° and lead advisor on the transaction.

International buyers also tend to scrutinize the ability of a company to scale across markets, alongside factors such as customer concentration, revenue retention and corporate structure. For companies already operating across multiple jurisdictions, clean legal entities, intercompany relationships and transfer-pricing documentation can become important elements of cross-border diligence.

About the Transaction

Elipse.ai has built an AI-powered communications platform combining generative AI voice agents, enterprise telephony, WhatsApp and messaging to automate inbound and outbound customer conversations.

Its technology supports workflows including appointment scheduling and confirmations, contact campaigns and automated call handling, with a particularly strong presence across healthcare organizations in Latin America.

The company manages more than 20 million appointments annually, and its technology is used by healthcare institutions serving approximately 25% of Chile's Fonasa beneficiary population.

Elipse.ai currently operates in Chile, Peru, Colombia, Mexico, Argentina, Venezuela and Spain. Together with Runtime, the company is targeting more than US$10 million in annual recurring revenue during 2027.

Runtime acquires and holds software and technology-enabled services businesses with a long-term ownership model. Following the transaction, Elipse.ai will maintain its existing identity and leadership while gaining additional resources to support international expansion and continued investment in its AI capabilities.

About Elipse.ai

Elipse.ai develops AI solutions that automate conversations across voice, telephony, WhatsApp and messaging for healthcare and service organizations in Latin America. The company serves over 100 enterprise clients across seven countries and manages more than 20 million appointments annually.

About Runtime Enterprises

Runtime Enterprises is a Canadian holding company focused on acquiring and holding software and technology-enabled services businesses for the long term. Its model allows portfolio companies to retain their identity, management and operational independence while providing support for growth.

About L40°

L40° is a cross-border M&A advisory firm focused on software, technology and artificial intelligence companies. The firm advises founders and shareholders throughout sell-side strategic transactions, from positioning and buyer outreach through negotiation, due diligence and closing.
L40° has completed more than 180 technology transactions and operates from Miami, Madrid and Lisbon, advising technology companies on domestic and cross-border M&A.

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