AURELIUS
CAPITAL GROUP

Executive Summary

Aurelius Capital Group OÜ (“ACG”) is an EU-based origination and strategic introduction firm focused exclusively on income-producing commercial real estate. ACG identifies, screens, and introduces qualified real-world assets to regulated tokenization platforms and institutional capital structuring partners seeking structured liquidity, fractional ownership, or alternative capitalization solutions.

ACG operates as a **non-custodial, non-issuing intermediary**. The firm does not manage investments, issue securities, custody assets, or solicit retail investors. All regulated activities are executed by licensed third-party counterparties. ACG earns compensation exclusively on a **success basis**, combining cash success fees with selective long-term exposure through retained equity or token allocations.

Market Timing & Strategic Positioning
Institutional adoption of real-world asset tokenization is accelerating, while the supply of transaction-ready, institutionally vetted assets remains constrained. Platforms and capital partners face a persistent deal-flow bottleneck. ACG is purpose-built to operate at this chokepoint—serving as a scalable origination layer that captures asymmetric economics without deploying balance-sheet capital or assuming regulatory risk.

ACG’s long-term objective is to evolve into a **portfolio-backed origination platform**, generating recurring transaction income while compounding value through diversified passive exposure to tokenized assets.

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2. Company Overview

Legal Name: Aurelius Capital Group OÜ
Jurisdiction: Estonia (EU)
Entity Type: Private Limited Company (OÜ)
Business Activity: Non-regulated advisory and introduction services

Mission

To discreetly and efficiently connect income-producing commercial real estate assets with institutional partners capable of structured liquidity and tokenized ownership.

Positioning

ACG functions as an **alignment layer** between asset owners and regulated counterparties. The firm prioritizes transaction quality, discipline, and long-term capital stewardship over volume or short-term monetization.

Founding & Execution Capability

ACG is structured around founder-led execution with direct involvement in asset screening, counterparty alignment, and transaction oversight. The firm's model emphasizes judgment, network access, and deal curation rather than headcount, enabling high output with minimal fixed costs.

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3. Services

3.1 Asset Origination

- Identification of income-producing commercial real estate assets
- Screening using standardized institutional criteria (ownership clarity, operating history, cash-flow durability)
- Preparation of concise, decision-ready asset briefs

3.2 Strategic Introductions

- Introduction of qualified assets to regulated tokenization platforms, capital structuring firms, and institutional investors
- Pre-diligence alignment to reduce execution friction
- Coordination of initial structuring discussions

3.3 Transaction Support (Non-Binding)

- Facilitation of communication through execution
- Alignment of commercial expectations
- No authority to bind parties or provide investment advice

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4. Explicit Exclusions

ACG does **not**:

- Provide investment advice
- Act as a broker-dealer
- Custody assets or funds
- Issue tokens or securities
- Manage portfolios or pooled capital
- Solicit retail investors

This strict boundary preserves regulatory clarity and long-term optionality.

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5. Target Market

Asset Owners

- Income-producing commercial real estate
- Typical asset value: $2M–$20M
- Seeking partial liquidity, refinancing alternatives, or structured capitalization

Initial focus: EU and U.S. assets
Secondary expansion: MENA and select LATAM markets

Counterparties

- Regulated real-world asset tokenization platforms
- Capital structuring and issuance firms
- Institutional investors and funds seeking tokenized real estate exposure

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6. Revenue Model

ACG earns revenue exclusively upon successful transactions:

- **Cash success fees:** typically 2%–4% of transaction value
- **Equity or token allocations:** typically 0.5%–2% of post-issuance units
- **Hybrid structures:** reduced cash fee + long-term exposure

Fee Sustainability
Fees are justified by outcome-based risk sharing, institutional-grade screening, and the reduction of sourcing friction for platforms and capital partners. No transaction = no fee.

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7. Operations & Governance

- Lean, founder-led structure
- No physical office beyond registered address
- Outsourced accounting, compliance, and legal support
- Internal asset rejection criteria and partner vetting standards
- Multiple platform relationships to avoid dependency risk

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8. Compliance & Risk Management

- Non-regulated consultancy classification
- Clear contractual disclaimers
- No custody or discretionary authority
- Jurisdictional flexibility to mitigate regulatory drift
- Conservative role definition to prevent scope creep

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9. Competitive Advantage

- Zero balance-sheet deployment
- No regulatory capital drag
- High ROIC per transaction
- Optionality through retained exposure
- Platform-agnostic origination model

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10. Growth Strategy

Phase 1: Validation (0–12 Months)

- Secure 1–2 platform partners
- Close 1–3 transactions
- Validate economics and workflow
- Establish portfolio exposure base

Phase 2: Scale & Institutionalization (12–36 Months)

- Increase transaction velocity
- Add regional sourcing partners
- Expand selectively into adjacent asset classes
- Establish Middle East presence (UAE)

Compounding Effect
As platform relationships mature, transaction friction decreases, margins improve, and retained exposure compounds alongside fee income—creating a dual-engine model.

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11. Illustrative $2.0M Transaction Economics (Example)

Single Transaction: Commercial Real Estate Tokenization

Item	Assumption	Calculation	Value
Property Value	—	—	**$2,000,000**
Tokenized Portion	50%–100%	Example assumes 100%	$2,000,000
Cash Success Fee %	2.5%	$2,000,000 × 2.5%	**$50,000**
Token / Equity Allocation %	1.0%	$2,000,000 × 1.0%	**$20,000**
Total Initial Economic Value	—	Cash + Tokens	**$70,000**

Notes:

- Cash success fees are paid at transaction close
- Token/equity allocations represent long-term upside and are not immediately liquid
- If only **50% of the asset is tokenized**, token allocation values are reduced proportionally

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12. Three-Year Financial Projection (Conservative Case)

Key Operating Assumptions

- Average deal size: $2M–$4M
- Average cash fee per deal: $50k–$60k
- No balance-sheet capital deployment
- Lean operating structure

Annual Performance Summary

Year	Deals Closed	Avg Cash Fee / Deal	Gross Cash Revenue	Operating Costs	Net Cash Profit
Year 1	2	$50,000	**$100,000**	$45,000	**$55,000**
Year 2	5	$55,000	**$275,000**	$85,000	**$190,000**
Year 3	10	$60,000	**$600,000**	$150,000	**$450,000**

Cumulative Token / Equity Exposure (Off-Balance-Sheet Upside)

Year	Deals Closed	Avg Token Allocation / Deal	Annual Token Value	Cumulative Token Exposure
Year 1	2	$20,000	$40,000	**$40,000**
Year 2	5	$22,000	$110,000	**$150,000**
Year 3	10	$20,000	$200,000	**$350,000+**

Important:
Token exposure is **not reflected in cash P&L** and represents potential appreciation, yield, or liquidity events over time.

Financial Characteristics (Investor Takeaway)

Metric	Profile
Fixed Costs	Very Low
Margins	High (60–75%+)
Capital Required	Minimal
Scalability	High
Downside Risk	Limited
Upside Optionality	Significant (via retained exposure)

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Financial Highlights & Downside Resilience

Transaction Unit Economics (Reference Case)

Illustrative Asset: $2.0M Income-Producing CRE

Metric	Assumption	Value
Asset Value	Reference deal	$2,000,000
Cash Success Fee	2.5%	**$50,000**
Token / Equity Allocation	1.0%	**$20,000**
Total Initial Economic Value	Cash + Exposure	**$70,000**

Cash realized at close; token/equity represents long-term upside (non-cash at issuance).

3-Year Cash Performance (Base Case)

Year	Deals	Cash Revenue	Operating Costs	Net Cash Profit
Year 1	2	$100,000	$45,000	**$55,000**
Year 2	5	$275,000	$85,000	**$190,000**
Year 3	10	$600,000	$150,000	**$450,000**

Characteristics: Low fixed costs · High margins · No balance-sheet capital

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Stress Test: Slow-Growth Case

Year	Deals	Cash Revenue	Operating Costs	Net Cash Profit
Year 1	1	$45,000	$40,000	**$5,000**
Year 2	3	$150,000	$70,000	**$80,000**
Year 3	6	$330,000	$120,000	**$210,000**

Break-even achievable with **one closed deal**.

Stress Test: Downside / Adverse Case

Year	Deals	Cash Revenue	Operating Costs	Net Cash Profit
Year 1	0–1	$40,000	$40,000	**$0**
Year 2	2	$90,000	$65,000	**$25,000**
Year 3	4	$200,000	$100,000	**$100,000**

Downside outcome = slower growth, **not business failure**.

Cumulative Token / Equity Exposure (Off-P&L Upside)

Year	Base Case	Slow Growth	Downside
Year 1	$40k	$15k	$10k
Year 2	$150k	$69k	$40k
Year 3	**$350k+**	**$189k**	**$112k**

Exposure compounds alongside cash flow; not reflected in cash P&L.

Investor Takeaways

- **Capital-efficient:** no inventory, no debt, no regulatory capital
- **Resilient:** survives worst-case with cost discipline
- **Scalable:** economics improve with deal velocity, not headcount
- **Asymmetric upside:** retained exposure compounds quietly

13. Conclusion

Aurelius Capital Group OÜ is structured to capture asymmetric value at the intersection of commercial real estate and institutional tokenization. By operating as a disciplined origination layer—without regulatory, custodial, or balance-sheet risk—ACG offers a scalable, capital-efficient platform for partners and investors aligned with the future of real-world asset markets.

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