

AURELIAN MANUFACTURING

Executive Summary | Pre-Seed Round | February 2026

Production as a Service — Autonomous, Data-Driven, and Scalable

COMPANY OVERVIEW

Aurelian Manufacturing is building Europe's first fully autonomous CNC manufacturing facility in Våler, Østfold, Norway. The company targets the convergence of three structural mega-trends: Norway's 1,624 Billion NOK defense allocation (2025–2036), a massive energy transition requiring precision components at scale, and a critical domestic CNC capacity gap where existing shops typically operate at 30–40% utilization with high labor intensity per machine.

Aurelian's greenfield approach targets 60–65% utilization with sub-linear staffing — a fundamental efficiency advantage that is structurally impossible for incumbents to replicate through brownfield retrofitting. First production is targeted for August 2027.

THE OPPORTUNITY

- ▶ **Defense Ramp-Up:** NATO commitment to 5% GDP spending. Norwegian defense budget growth creates multi-decade demand for precision-machined components.
- ▶ **Energy Transition:** Offshore wind, O&G modernization, hydrogen/CCS, and grid infrastructure all require precision manufacturing at scale.
- ▶ **Capacity Gap:** No domestic CNC facility exists that combines autonomous operation, full digital traceability, and defense/energy certifications.
- ▶ **Validated Model:** Hadrian (USA, \$1.6B valuation) confirms global investor appetite for autonomous CNC manufacturing in strategic sectors.

BUSINESS MODEL

Revenue is built bottom-up from individual CNC machine economics: 8,760 theoretical hours per year at NOK 3,000/hour, with target utilization of 60–65%. Each CNC generates approximately 10.8–11.7 MNOK revenue per year at target utilization.

The 50/50 profit-sharing model above 45% utilization creates customer lock-in while preserving 84% of cumulative profit for Aurelian (approximately 1,254 MNOK accumulated 2027–2035).

FINANCIAL HIGHLIGHTS (REV 6)

Metric	2027	2028	2030	2032	2035
CNC Machines	5	5	17	20	25
Avg Utilization	20%	37.5%	47.5%	57.5%	65%
Revenue (MNOK)	~11	49.3	~212	~302	~427
Staff (FTE)	10	10	17	24	24

Break-even: approximately 24% utilization at 5 CNC (Seed configuration). Revenue at 20 CNC steady state with 60% utilization: approximately 315 MNOK.

FINANCING STRUCTURE (REV 6)

Round	Equity	Pre-Money	Dilution	CNC Machines	Investor ROI
Pre-Seed	5 MNOK	25 MNOK	16.7%	—	~46.6x
Seed	51.3 MNOK	130 MNOK	28.3%	5 CNC	~10.8x
Serie A	45 MNOK	TBD	TBD	15 CNC (3×5)	TBD
Total	101.3 MNOK			20 CNC total	

CAPEX per CNC including automation: 10 MNOK. Debt financing at 5.0 MNOK/CNC (Seed) and 7.0 MNOK/CNC (Serie A). Founders retain 50.6% post-Serie A — unusual discipline for a capital-intensive startup.

EXIT SCENARIO

Exit valuation: 2.3 Billion NOK at 10x EBITDA (conservative end of Industrial IoT range 6.9–11.1x). EBITDA at steady state: approximately 222 MNOK. Self-funded scaling capability from approximately 2030 reduces future dilution pressure. Total accumulated profit 2027–2035: approximately 1,254 MNOK.

COMPETITIVE MOAT

- ▶ Low labor intensity with sub-linear scaling relative to CNC capacity — a structural advantage that traditional high-intensity workshops cannot replicate through retrofitting.
- ▶ Greenfield advantage: Layout, IT/OT architecture, and automation designed from scratch for lights-out operation.
- ▶ Customer lock-in: 50/50 profit-sharing above 45% creates permanent demand anchor with strategic customers.
- ▶ Certification barrier: ISO 9001 (2027), AS9100 (2028), AQAP NATO (2028) — sequential unlock of customer segments.
- ▶ CNC asset protection: MAZAK and DMG MORI machines retain 50–70% resale value, providing strong downside protection.

TEAM

André Tandberg (CEO) — MD Østfold Follo Nyskapingsfond, SpareBank 1 board experience. Finance and investment background with extensive network in the Norwegian business ecosystem.

Tore Ausland (VP Business Development) — 30+ years oil & gas experience (GE, FMC Technologies, Aker). Direct relationships with Equinor, Hydro, Shell, BP. Critical for customer acquisition in energy and defense sectors.

Henrik Strøm (CFO candidate) — Banking and finance background.

Advisory Board: Bjørnar Torsnes (Chairman CodeIT, board experience VW/TINE/Mowi), Fredrik Vangsal (CEO Disruptive Engineering — CNC expertise), Andreas Mollatt (CBDO Physical Robotics — automation integration).

FACILITY & TIMELINE

- ▶ Location: Våler, Østfold — multi-modal logistics (rail, sea, road). Norbygg facility partnership.
- ▶ Phase 1: 2,635 m², scalable to 30,000 m². Annual lease: 5.2 MNOK.
- ▶ Shop base setup cost per site: 8.6 MNOK.
- ▶ Timeline: 12 months from Seed close to first production (August 2027).
- ▶ CNC equipment: MAZAK + DMG MORI (Tier-1 global manufacturers, strong resale value).

CURRENT ROUND: PRE-SEED

Raising 5 MNOK at 25 MNOK pre-money valuation (16.7% dilution). Use of funds: concept validation, customer discovery, supplier LOIs, regulatory groundwork, team building, and advisory engagement.

Projected Pre-Seed investor ROI: approximately 46.6x at exit.

CONTACT

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