



EXTREME MACHINES

The first fully automated CNC machine shop

PRE-SEED ROUND

Santa Clara, California

— PROBLEM

The most common machining job is the least automated

US shops typically run 1-100 units per order, and the median batch is 35-95 parts. But automation economics have always required volume. 100K+ parts justify dedicated fixtures, pallet changers and a robot cell, and the industry already builds that.

But a small batch has very little automation. Every small job still needs a skilled human to quote, program, fixture, prove out the first sample, and then he/she has to stand there and watch it cut.

Setup is a major issue for each part and prevents significantly higher utilization for these small-run parts.

4-8

WEEKS LEAD TIME

20-30%

UTILIZATION

16,403

US MACHINE SHOPS

Demand is rising into a supply base that is shrinking

\$46.3B

US MACHINE SHOP SERVICES

annual revenue, domestic job shops only

16,403

MACHINE SHOPS

a fragmented base with no consolidator

–1% / yr

SUPPLY CONTRACTION

shops close faster than they open

That figure is only the domestic job-shop slice. It excludes captive OEM machining, sheet metal, additive, and everything outside the United States.

Reshoring and defense are pulling hard on a base that gets smaller every year.

— DEMAND

We are capacity-constrained, not demand-constrained

Most companies have to prove they can sell, but we have to prove we can produce.

THE SHOP WE WORK INSIDE, PER YEAR



5 : 1

demand to supply ratio on both Fictiv and Xometry, and the broader market is probably even more imbalanced given that most shops outside these platforms aren't geared for short turnaround times.

Because of demand, Fictiv has committed \$2M already

We have a \$2M MOU with better payment terms than their standard.

FICTIV COMMITS

\$2M

of CNC jobs matching our preferences, per 365-day trailing period

PAYMENT TERMS

Due on invoice + 7

Their standard is net 45 + 7

WE COMMIT

Acceptance rate	greater than 40% by work order
Expiration rate	under 5% of jobs sent during business hours
Accepted volume	\$800K minimum per 30-day trailing period
Delivery & quality	on-time delivery over 98%, quality rating over 98%
RFQ response	acknowledged in 2 hours, 90% quoted in 2 business days
Non-conformance	CAR responses completed within 5 business days

We can automate the process by owning the machine

A customer's CAD file becomes a finished, inspected, shipped part.



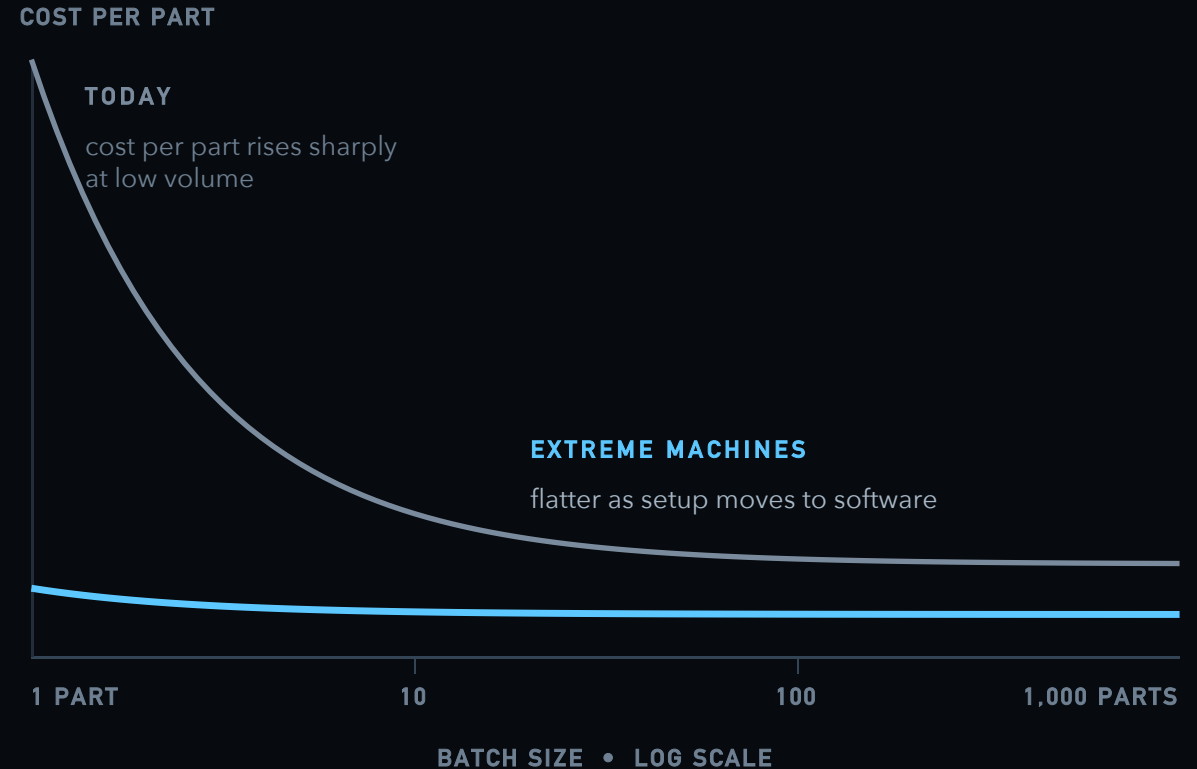
Most people are selling pieces of software at each step, but the actual hardware is what slows things down and where no one has innovated on automating the process around the machine itself.

— WHY NOW

AI is bringing down the cost of setting up a job

Much of the technology is now available. Quoting, process planning, workholding, monitoring and inspection can increasingly be handled by software, which brings the cost of setup down.

As setup cost falls, a run of ten parts approaches the per-part economics of a run of a thousand.



CURRENT PROGRESS

One machine is instrumented and streaming today

A production Doosan Puma lathe wired for three sensing modalities



DOOSAN PUMA 2600 SY II • OUR FLOOR



29 Hz SUSTAINED • LIVE TELEMETRY AND OUR DIGITAL TWIN

— TRACTION

Shipping paid parts since June

We are inside a working shop, shipping production work for Fictiv and Xometry, and we have just put our own machine on the floor.

12

PAYING CUSTOMERS

routed via Fictiv and Xometry

\$156K

ARR

Fictiv 85% · Xometry 15%

~\$1.1K

AVERAGE ORDER

small-run precision parts

Both Fictiv and Xometry have asked how they can help us add capacity.

Revenue is limited by what we can make, not by what we can sell.

Every cut we run becomes training data

Integrating the software with the hardware lets us record what has not been captured before: the geometry, the setup, what the machine felt, and whether the part passed.

Over time that becomes the training set that tunes the machines automatically, cut by cut.

- **Geometry & setup**
features, tolerances, workholding, tool list
- **What the machine felt**
spindle load, vibration and sound, on one clock
- **Whether it passed**
inspection tied back to the decisions that produced it

WHO SEES THE CUT

Marketplaces

Route the order and move on.

CAM & quoting software

Sold into shops. Never touches a machine.

Incumbent shops

See it. Never record it. It lives in one head.

Greenfield AI factories

Own the cut, but built for long runs.

Extreme Machines

Own the machine. Every cut is training data.

— BUSINESS MODEL

Orders are 80-90% contribution margins today

We are paid per part, priced the way the industry prices it. We do not sell software into shops, so we keep the full value of everything we automate.

Automation shows up as a shorter lead time and a wider margin on the same part.

- **What we charge for**
machined precision parts, priced per part
- **Where the automation lands**
lead time and margin, not a separate SKU
- **What we never do**
license the stack to shops we do not run

80-90%

CONTRIBUTION MARGIN PER ORDER

materials are only 10-20% of an order

~\$1.1K

AVERAGE ORDER TODAY

small-run precision parts, 12 paying customers

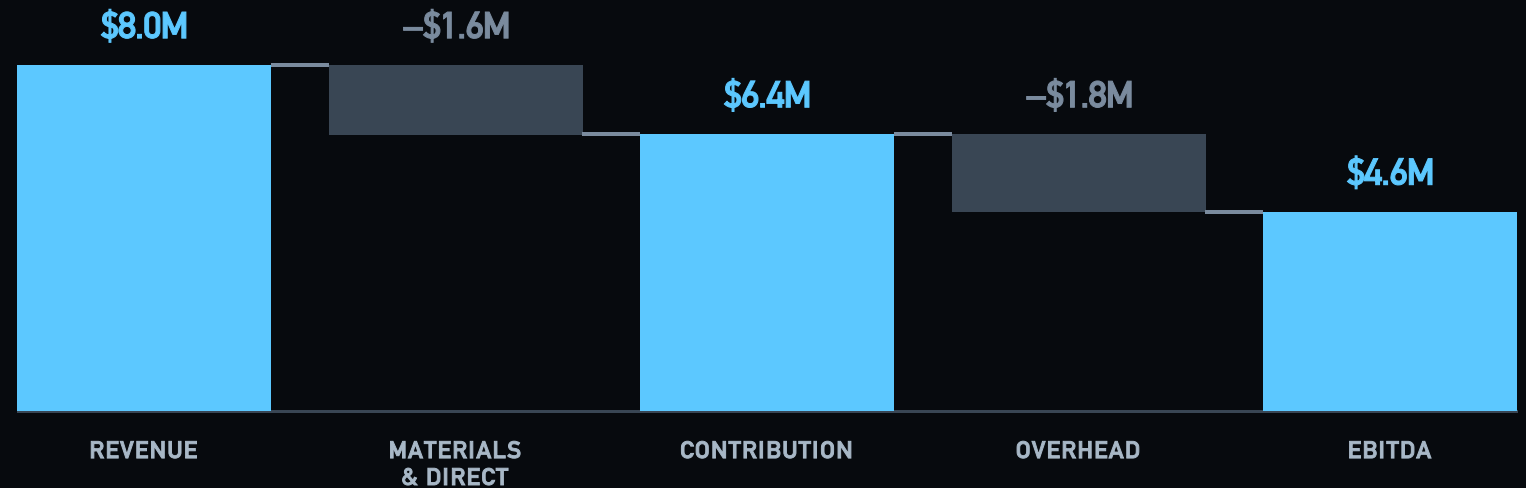
Utilization converts almost directly into profit

Three times the output on the same building, the same machines and the same overhead, without three times the people.

AVERAGE US SHOP



THE SAME SHOP AT 70-80% UTILIZATION



Materials are 10-20% of an order. Overhead barely moves with volume.

— OUR VISION

To automate manufacturing and bring it back to America

Once small-run parts can be produced end-to-end with no human-in-the-loop, we can scale it to an unlimited number of machines and locations.



EXTREME MACHINES

Nikita Cheniuntai nick@extrememachines.ai
Scott Shiao scott@extrememachines.ai
Santa Clara, California

— TEAM

A machine builder and a real-time systems builder



Nikita Cheniuntai

CO-FOUNDER

- Invented the Apis Cor 3D-printing robot that built the largest 3D-printed building on Earth, a Guinness World Record (Dubai, 2019)
- Built the autonomous printing system that took first place at all three levels of NASA's 3D-Printed Habitat Challenge
- Built the 2014 Sochi Olympics ground navigation system: 5,000 installations, 20 subcontractors, five months, \$6M contract
- Built pultrusion lines at Kompositor Factory producing composite reinforcement from basalt and glass fiber
- Was the customer: \$130K of parts ordered from Fictiv over four years



Scott Shiao

CO-FOUNDER

- Led 11 engineers building Bank of America's first 64-bit high-frequency trading platform, stopping a \$200M annual loss
- Built two #1 Institutional Investor All-America research franchises, ranked #1 of 40 analysts
- Built Goodwater's AI/ML investment platform: 2x performance over benchmark and \$1B+ in new growth funds
- Product Lead for Zynga's Casual Cards division: 10 games and a \$100M+ P&L
- The only non-partner at Goodwater to hold board director seats

— THE ASK

Raising \$2.5M to build out our own floor

Currently we rent floor space inside someone else's shop for \$2,000 a month.

We are looking to move into our space and lease additional hardware in order to control the process end-to-end to drive a higher level of automation.

USE OF FUNDS

- Hardware Automation
- AI & Data Infrastructure
- Operations & Quality Systems
- Business Development