



nlsnmc.in



adrboard@nls.ac.in



@adrboard_nlsiu



@nlsinmc

NLS NMC

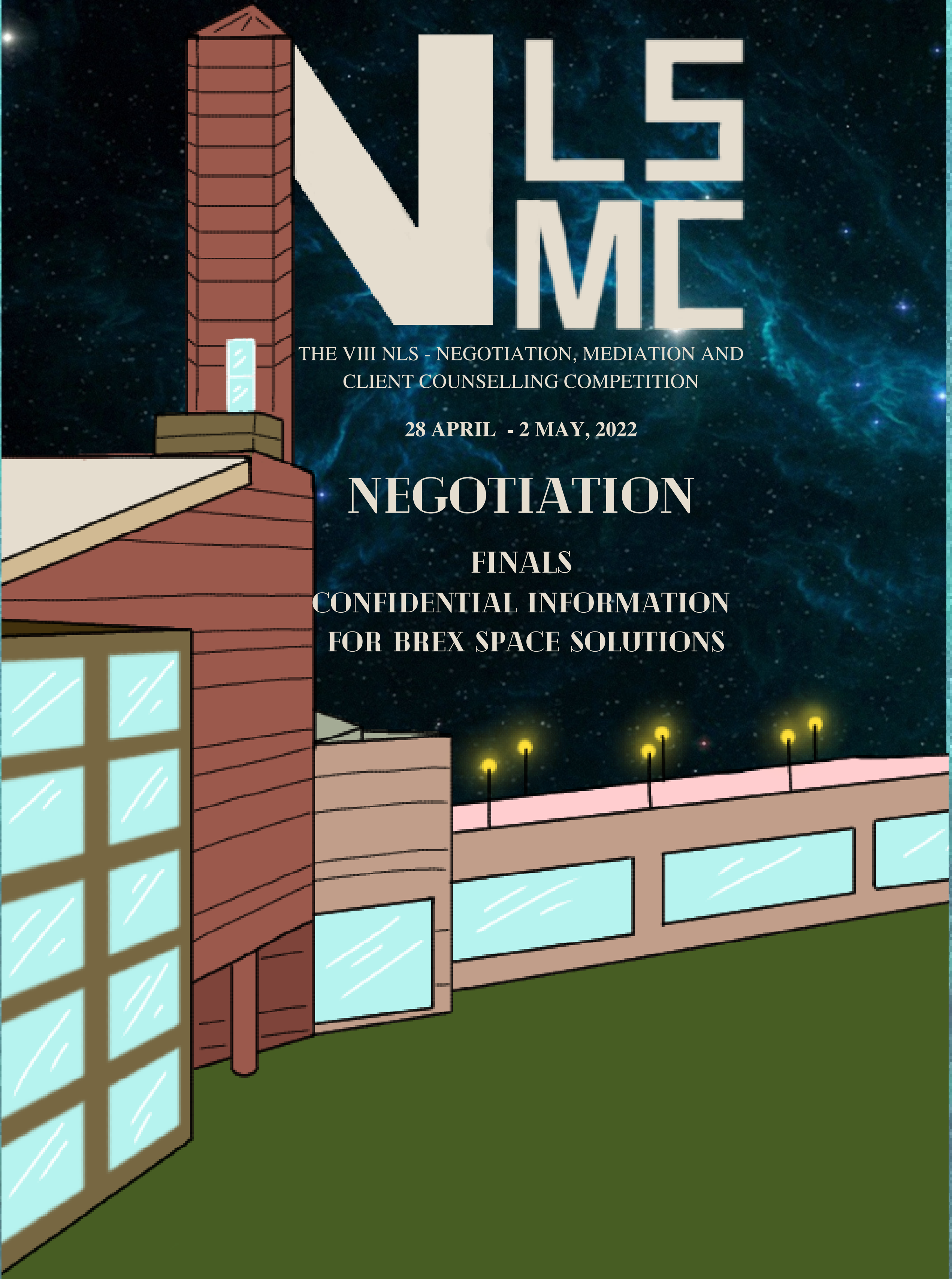
THE VIII NLS - NEGOTIATION, MEDIATION AND
CLIENT COUNSELLING COMPETITION

28 APRIL - 2 MAY, 2022

NEGOTIATION

FINALS

CONFIDENTIAL INFORMATION
FOR BREX SPACE SOLUTIONS



NEGOTIATION FINALS

The Founder and CEO of the Terrabot based Brex Space Solutions, Mr. Aran Kooch, has been known to be a visionary. He founded Brex over four decades ago with the sole objective of making human colonization of other planets not only possible but also affordable and a viable option available to the public at large.

2. Over the years, Mr. Kooch set up, nurtured and sold many successful businesses and ventures, and had invested funds from such profitable sales into Brex in order to focus his attention on the operations of Brex Space Solutions.

3. Brex had, over the years, come to be known for the state-of-the-art equipment, rockets, spacecrafts and team of engineers and scientists *et al* that it had developed in-house. Its unique R & D strength can be gauged from the over 5500 technology patents are held by Brex.

4. As part of his entrepreneurial journey, Mr. Kooch had also received great fame, visibility and developed a large network within Terarbot and abroad, consisting of renowned scientists, public leaders, investors, policy makers etc.

5. However, all the success and recognition has come at a steep price. Mr. Kooch burnt through all his funds that arose from sale of his previous ventures. Consequently, sometime around Samvat 3044, he was forced by the crippling financial circumstances plaguing Brex to get investors on board, which he did by parting with a significant portion of his holding in Brex. The investors have, however, been losing patience as they did not see any prospect of returns on their investment over the last 6 years.

6. It was Mr. Kooch's popularity and successes that had made Mr. Jamie Woon, the then Director of TSSA, accept an invite from Mr. Kooch in Samvat 3048 to discuss a potential mission to Zygon. These discussions however, broke down when Brex's shareholders declined to be the primary funder of the Mission.

Even as these talks failed, given that Brex was by far the market leader in the industry, TSSA had represented to Brex that it would help Brex win any Tender that TSSA issued for any such inter-galactic endeavor.

8. Mr. Kooch, who firmly believed that Brex needed no such help, was still excited with the prospect of becoming part of the first ever inter-galactic colonization endeavor of the human species and had accordingly started shifting his focus to research and development in the field of the potential colonization of Zygon.

9. It was given this two-year additional preparation time available to Brex, that Mr. Kooch had declined Orion's offer for a partnership as he strongly believed that any manner of partnership with any other entity would only serve to dilute the credit, successes and accolades that would

otherwise fall upon Brex alone. Additionally, learning from his past experience, Mr. Kooch obtained in-principle commitments from a number of institutions for substantial loans and facilities, albeit at excessive rates of interest, with a view to meet the funds required for the Mission.

10. However, given the larger picture, Mr. Kooch also wants to ensure that Mission Zygon receives an unequivocal go-ahead from courts.

11. He must therefore, negotiate to advance his deep desire to make Brex Space Solutions the spear heading entity of Mission Zygon while ensuring Orion agrees to withdraw any stalling actions. The success of the Mission will also ensure that Brex gets rid of the financial distresses riddling Brex for all times to come and propel it as the single greatest business entity on the planet.

LAHAR JAIN CONVENER

+91 - 9964037586

SNEHIL TIWARI JOINT CONVENER

+91 - 8934045903



*international
negotiation
competition*