

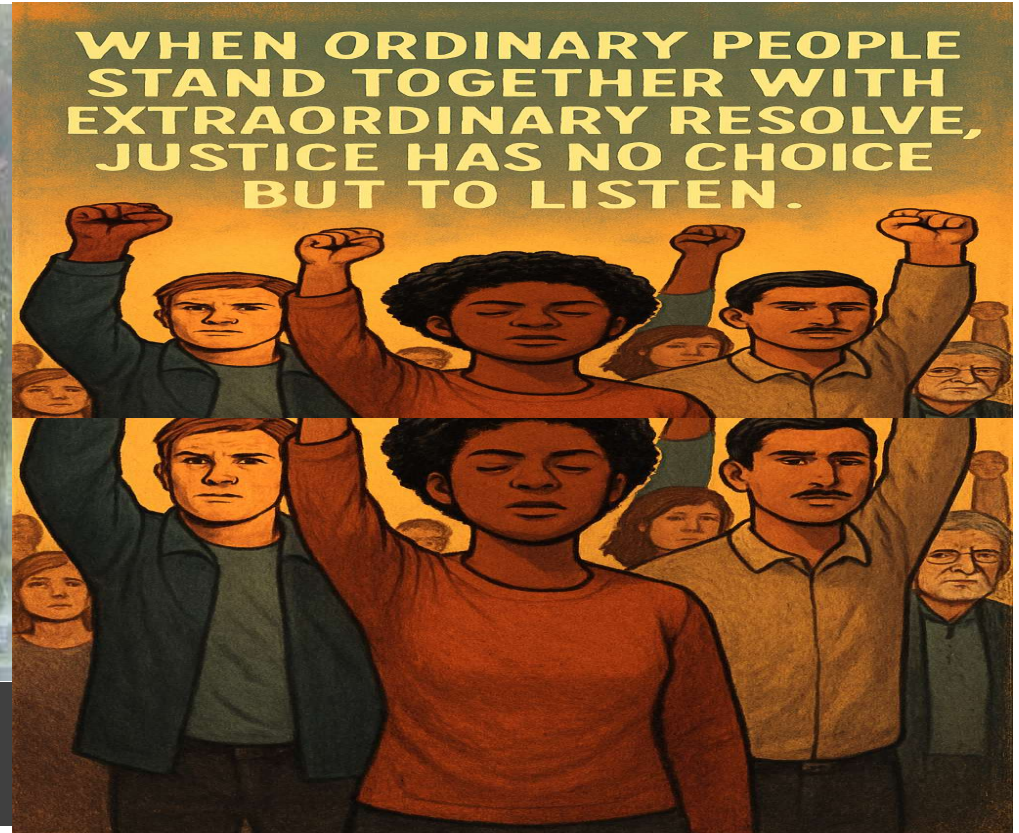
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EGBM

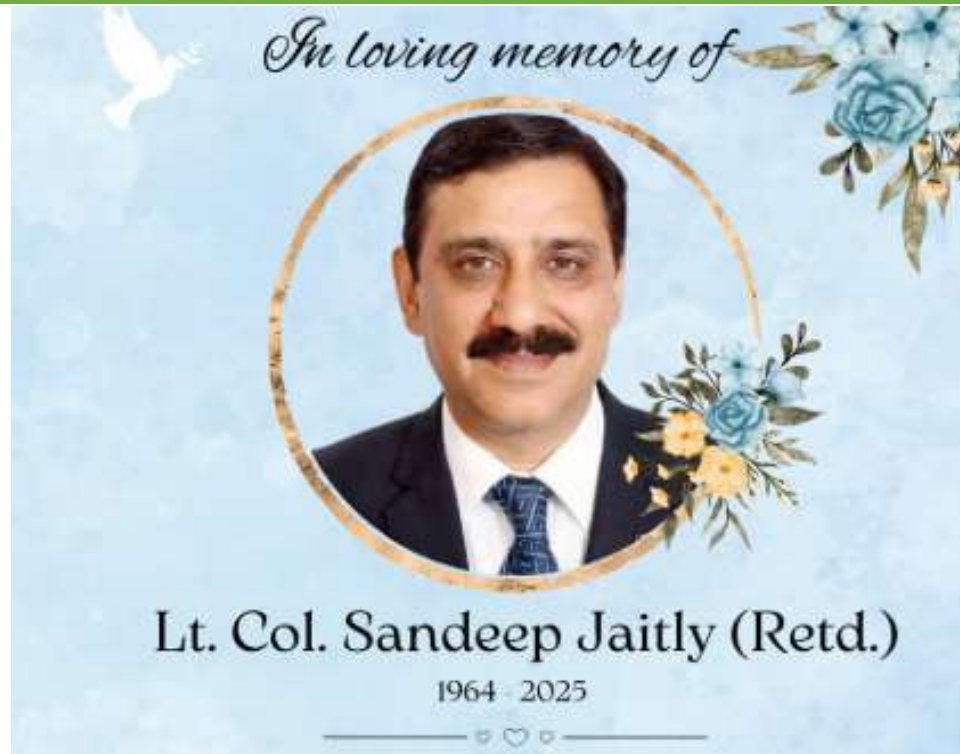
Date 21-Sep-25



"Seven years, one team, one voice — and finally, victory"



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Thank you for everything, Our guide, Our mentor

You will be dearly missed

Rest in peace

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Meeting Agenda

- Opening Address
- Update on Payment to Banks and Land Documents
- Update on DTCP
- Update Builder on-boarding
- Q & A
- Closing Remarks

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Opening Address

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Status Payment

- CIRP + DHFL Payments:
 - Payments have been made to CIRP and Bank and Monitoring committee has been informed
 - 50 documents including original land registries have been received
 - NOC received
 - All documents have been kept in locker opened with Federal Bank
- Update on DTCP
 - Application finalized
 - Physical submission made to Principal Secretary as well Director DTCP Department
 - Speed post sent to Chief Principal Secretary to CM as well CM Sir, physical meeting is being planned
- Builder On-boarding
 - LOI and MOU draft document prepared and reviewed by Sogno Homes legal team
 - Progress report submitted by MOU (To be presented in details today)

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Builder On-boarding – CBRE Conclusion

- The developer must also exhibit cost optimization capabilities without compromising quality. Furthermore, legal and regulatory expertise is essential for renewing expired project approvals. **Sales and marketing prowess is critical for establishing brand trust in the market**, attracting new buyers, reassuring current allottees, repackaging, repositioning the project, and formulating marketing strategies. Lastly, stakeholder management skills are vital for fostering confidence among home buyers through transparency and regular updates, as well as social and political goodwill to navigate local challenges.
- **Based on the evaluation matrix, Latayan Infrastructure Private Limited and NCR Group emerged as frontrunners with closely matched scores.** Latayan Infrastructure scored higher in financial proposals and standing, while NCR Group demonstrated superior performance in past experience with similar (NCLT/stressed) projects, strong workmanship, quality, safety standards maintained on-site, and operational capability for team deployment to revive the project.
- Considering these factors, **CBRE opines that NCR Group is better suited to undertake the scope of work** under discussion, given their robust track record in executing similar projects and their strong operational, sales and marketing, and stakeholder management capabilities.
- **NCR Group has expertise in delivering housing projects, having executed one residential stressed project and managing two high-value stressed projects.**
- Their previous secured lending from the **SWAMIH fund provides a significant advantage over other bidders.**
- NCR Group is a recognized brand in the market, and their successful history in delivering stressed projects demonstrates their understanding of the challenges involved in marketing such projects, along with proven branding and marketing strategies.
- However, Sogno Homes Limited and Universal Aura Welfare Association can hold a differing opinion on the matter.

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Builder On-boarding

MOU Team's Observation:

1. SWAMIH Fund involvement could be a risks as it require creation of charge over project land, we do not want to mortgage our land
2. NCR's had lower Cash infusion which was a risk factor

Follow up with NCR and Current Status:

1. No mortgage of land; funds to be raised through promoter infusion or unsold inventory.
2. Fund Infusion: ₹1 Cr (LOI), ₹5 Cr (MoU), ₹10 Cr (60 days), followed by ₹10 Cr every quarter until full contribution is complete

Concerns Identified:

- Funding beyond first 60 days is quarterly and based on builder predicted cash flow.
- No commitment for cash shortfall in quarterly cash flow

Follow Up Action:

- Presentation was made to EC team with highlighted concerns
- After review both teams agreed to engage with Latyan

Summary of discussion with Latyan:

- No mortgage of land; funds to be raised through promoter infusion or mortgage of unsold inventory.
- Fund Infusion: ₹1 Cr at LOI, ₹5 Cr at MoU, ₹10 Cr (45 days), ₹10 Cr (90 days), ₹15 Cr (120 days)
- Compliance & Reporting: Agreed to safety, quality, and environmental norms, with regular physical + digital reporting.
- Technical & Administrative Team: Committed deployment of project management, sales, CRM, Procurement, and engineering teams

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What Next

- Decide Builder through e-Voting
- Signing of LOI
- Start final discussions for MOU signing
- Share allocation after approval from NSDL/CSDL
- Havan at project site on the auspicious day of Dussehra, honouring Victory of Good over Evil



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Q & A