

Transcript of Intercepted Telecommunication

Warrant No: G00322/01/00	Operation: OP DASHA
Call date/time: 09/05/2016 09:21:58	Transcribed by: [REDACTED]
Session No: 08292	
Proofed by: [REDACTED]	Date: 13/08/18

MAGUIRE TO HAWATT

MAGUIRE
HAWATT

DARYL MAGUIRE
MICHAEL HAWATT

HAWATT: Good morning.

MAGUIRE: Michael how you going?

HAWATT: Good Daryl how's it going?

MAGUIRE: Good mate, good – good – good – good.

HAWATT: That's good to hear.

MAGUIRE: You, you had a good trip in China?

HAWATT: Oh we had a great trip actually, really good trip I enjoyed it we've seen a lot of places I've never seen before, you know.

MAGUIRE: How long –

HAWATT: (INAUDIBLE) the food (INAUDIBLE) –

MAGUIRE: - how much – how long did you spend there? How long did you spend there?

HAWATT: (INAUDIBLE) just – just under three weeks.

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MAGUIRE: Oh wow.

HAWATT: Yeah that was a good trip. We went to Macau was the last trip last place we went to.

MAGUIRE: Oh right yeah.

HAWATT: (INAUDIBLE) just the usual place.

MAGUIRE: Yeah interesting. Well that was good, it was nice to – you to come over to Shenzhen and say hello –

HAWATT: Yeah no – no it was good, I'm glad you were there we caught up it was excellent. I wish we had more time to spend but (INAUDIBLE) -

MAGUIRE: No (INAUDIBLE). Everybody's busy aren't they.

HAWATT: Yeah they're busy alright, (UNINTELLIGIBLE) everyone's busy. Unbelievable.

MAGUIRE: Did you get a bit done? Did you get a bit done?

HAWATT: Yeah look we've – we visited a lot of those factories and we visited places and we met – went to the air-conditioning company which in – near Macau (UNINTELLIGIBLE) Zanghai or something like that.

MAGUIRE: (UNINTELLIGIBLE) Janghai – Janghai

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HAWATT: Zanghai yeah –

MAGUIRE: Yeah.

HAWATT: Zanghai it's a beautiful place I mean there's lot's of –

MAGUIRE: Zhuhai – Zhuhai you went to –

HAWATT: Zhuhai –

MAGUIRE: - Zhuhai.

HAWATT: Yeah Zhuhai next to Macau.

MAGUIRE: Yeah Zhuhai's a wealthy city all the rich people live there.

HAWATT: Oh really 'cause I thought oh it's a very usual place you know very unusual. So were they (INAUDIBLE)

MAGUIRE: Yeah no –

HAWATT: (INAUDIBLE) putting up there it was very nice to sort of (INAUDIBLE) –

MAGUIRE: Oh Zhu – Zhuhai is mega wealthy.

HAWATT: Oh really that's why.

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MAGUIRE: Mm – mm – mm.

HAWATT: Zhuhai, yeah it's a good place. I quite enjoyed it – I quite enjoyed it. How's your trip back?

MAGUIRE: Yeah good, yeah busy, but good got a lot done so that's good.

HAWATT: What – what's happening with this Government now are they – are they gonna announce amalgamation or they're gonna wait until after the federal election?

MAGUIRE: No it's not far away.

HAWATT: Really (INAUDIBLE) –

MAGUIRE: Not far away I'm told. So –

HAWATT: Yeah.

MAGUIRE: Maybe this week.

HAWATT: That's what I heard – that's what I heard.

MAGUIRE: Mm, well a lot – a lot of talking going on at the moment so we'll see what happens.
Mm.

HAWATT: Yeah.

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MAGUIRE: Now what was I going to say to you, now listen just quickly –

HAWATT: (INAUDIBLE)

MAGUIRE: I'm talking – I'm talking with Joe, just quietly Joe and I have got a couple of deals before a big developer.

HAWATT: Yep.

MAGUIRE: So you know a couple of ones we want a kick on.

HAWATT: Yep.

MAGUIRE: What have you got – what have you got on your books? Have you got anything that's DA approved?

HAWATT: Yeah we've got a f – there's a couple of them, yep. There's a big one –

MAGUIRE: What have you –

HAWATT: - (INAUDIBLE) want the big one?

MAGUIRE: Yeah how big?

HAWATT: Oh three hundred.

MAGUIRE: Three hundred units?

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HAWATT: Yeah.

MAGUIRE: Whereabouts?

HAWATT: In – across the road from Canterbury Hospital, Canterbury Road.

MAGUIRE: But that's not Joe's that's your own one is it?

HAWATT: No – no – no it's not mine, a friend of mine – a friend of mine has got it.

MAGUIRE: It – does he want to sell it?

HAWATT: Well he – he's got to yeah he's looking at a – a price for it yeah.

MAGUIRE: Can you do me a favour I – I need a few things to feed my friends.

HAWATT: Yep.

MAGUIRE: They – they want three – they want thirty projects rolling.

HAWATT: Yep.

MAGUIRE: And ideally they want something that's DA approved.

HAWATT: Yep.

MAGUIRE: A couple that are DA approved ready to go.

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HAWATT: Yep.

MAGUIRE: How much per unit site are they asking?

HAWATT: Look at the moment from what I know he's negotiating with a few – few interested parties around – around the hundred and fifty to a hundred and sixty. That's what I'm told.

MAGUIRE: Oh that's pretty good.

HAWATT: Yeah that's what I think he'll sell it for.

MAGUIRE: Mm – mm. Alright oh well he's already negotiating with parties is he?

HAWATT: No – no, but nothing's happened yet. He's – I'm gonna see him tonight – would you believe it's funny you called because I have an appointment to see him today at four o'clock.

MAGUIRE: But – but – but – but the thing is the –

HAWATT: - regarding (INAUDIBLE) 'cause he got other people who are interested in it (UNINTELLIGIBLE) –

MAGUIRE: But the thing is that you know, that if they're negotiating I mean unless they're negotiating with the right people, so what about a hundred and sixty (INAUDIBLE) –

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HAWATT: (INAUDIBLE) look at around a hundred and sixty you'll – you got it put it that way.

MAGUIRE: Oh really?

HAWATT: Yep.

MAGUIRE: Have you – and how many units in it?

HAWATT: About three hundred.

MAGUIRE: Three hundred so what's that, a hundred and sixty times three hundred.

HAWATT: (INAUDIBLE) what was that three hundred times a hundred and sixty work that out. That's sixty times –

MAGUIRE: What is it?

HAWATT: - okay if you – if you say a hundred is sixty –

MAGUIRE: Mm.

HAWATT: - (UNINTELLIGIBLE) say sixty then (UNINTELLIGIBLE) so sixty, ninety-six (UNINTELLIGIBLE).

MAGUIRE: So what's the figure?

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HAWATT: Well I just worked it out in my mind (UNINTELLIGIBLE) around if it's ninety-six three – three six's – three six's are eighteen correct? So that's eighteen mil plus ten – that's hundred, it's thirty that's forty-eight sorry forty-eight.

MAGUIRE: Forty-eight million?

HAWATT: Yeah forty-eight I think.

MAGUIRE: Forty-eight million.

HAWATT: Yeah I think it's forty-eight (UNINTELLIGIBLE) I'm just –

MAGUIRE: And it's d – DA approved?

HAWATT: DA approved yeah – yep.

MAGUIRE: How many – how many – what's the margin in it for you?

HAWATT: Oh I haven't – I haven't put anything in, there's nothing, this is what the guy will have to negotiate with him.

MAGUIRE: What's he going to give you to sell it?

HAWATT: Oh probably he won't, I think he's going for around one and a half – two percent something like that if I remember.

MAGUIRE: What you – he'll give you one and a half to two percent?

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HAWATT: Yeah I think it'll be around that yes.

MAGUIRE: Mm, alright. How about you have a talk to him –

HAWATT: Yeah.

MAGUIRE: - 'cause if you – if it's a hundred and sixty thousand a site –

HAWATT: Yep.

MAGUIRE: - right a hundred and sixty thousand a site by what three hundred?

HAWATT: Yep.

MAGUIRE: Yeah so it's forty-eight million.

HAWATT: Yep.

MAGUIRE: And what are you saying two percent?

HAWATT: Around one and a half to two percent.

MAGUIRE: Well that's – that's alright, that's better than nothing. Alright so unless you – unless it was a hundred and seventy a site and then you – then you do a bit better then wouldn't you?

HAWATT: Of course –

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MAGUIRE: A hundred -

HAWATT: - of course – of course – of course. It's a different story.

MAGUIRE: One seventy – well – so that's an extra – that's fifty-one million, so it's an extra three million dollars in there.

HAWATT: Yep – yep.

MAGUIRE: Mm. Alright well I – I reckon you – I reckon you'd want at least, you know, you want at least a million and a half in it I mean it's a quick sale.

HAWATT: Yeah – yeah – yeah – yep.

MAGUIRE: Now, it's – it's a quick fuckin sale.

HAWATT: Yeah alright.

MAGUIRE: Um alright okay you go away and do the sums quickly (INAUDIBLE) -

HAWATT: (INAUDIBLE) I'm meeting – I'm meeting him today at four o'clock.

MAGUIRE: Alright so in the mean - in –

HAWATT: (INAUDIBLE) I could organise a meeting.

MAGUIRE: Yeah –

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HAWATT: (INAUDIBLE)

MAGUIRE: - well what I want I – I just don't want to fuck around. Have you got plans? Have you got the whole thing already done the – the –

HAWATT: Oh he's got – he's got everything he can email that across to you he's got contracts plans, the whole lot.

MAGUIRE: Alright so can you get it all to me asap, is that only one you've got?

HAWATT: No it's not, there's – there's another one it's a bit more expensive I think it's – could be negotiated, but it's a bit more expensive at the moment.

AMAGUIRE: And what is it?

HAWATT: Oh look it's – I think the one from my understanding, I know the guy but he – he doesn't like me so, but he's got – I'm not sure whether he'll sell or not but he's (UNINTELLIGIBLE) – he's going for the higher level one and there's another one in Lakemba again the guy is going for – for that additional fourteen levels they're – they're after and he's interested, I think he might sell as well.

MAGUIRE: Yeah and - but is it DA approved?

HAWATT: Yeah this one has approval but because of the changes he's had – he hasn't finalized it, but (UNINTELLIGIBLE) gonna get it (UNINTELLIGIBLE).

MAGUIRE: But the one in Canterbury opposite the hospital you're telling me –

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HAWATT: (INAUDIBLE) that's approved, yeah that's approved.

MAGUIRE: It's approved. Alright so – so how about we look at it first.

HAWATT: Yeah.

MAGUIRE: Alright, and you just come back to me so you get the package and you just give it to me in confidence okay.

HAWATT: Alright, okay yep.

MAGUIRE: And I'm meeting these guys next week.

HAWATT: Alright.

MAGUIRE: Okay?

HAWATT: Yep.

MAGUIRE: And this guy's not in a huge rush is he?

HAWATT: Oh he's not in a huge rush, but he wants a – he's got people as I said, sort of talking to him so you know if you want at least commitment (INAUDIBLE) –

MAGUIRE: Well who's he got has he got Chinese talking to him, or has he got Aussies?

HAWATT: I don't know (INAUDIBLE) I'm not sure, I don't know.

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MAGUIRE: Can you – can you ring him and find a bit more about it. I need to (INAUDIBLE)

-

HAWATT: Well I'm (INAUDIBLE) today, I'm going to see at four today, I've got a –

MAGUIRE: Alright.

HAWATT: - (INAUDIBLE)

MAGUIRE: I need – yeah I – I need a stream of these things. I need thirty projects.

HAWATT: Really, thirty wow.

MAGUIRE: I need thirty, less three. I think I've – it's three over, two over the line and there's one more that we've got before him right.

HAWATT: Yep.

MAGUIRE: And he needs thirty, but he wants a couple of DA instant starts. So if it's instant and ready to start –

HAWATT: (INAUDIBLE) this on (UNINTELLIGIBLE) yeah this one's ready. He's already demolished the building and –

MAGUIRE: What's the address?

HAWATT: It's you know – you know Canterbury Hospital?

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MAGUIRE: Yeah.

HAWATT: Harrison, old Harrison's (UNINTELLIGIBLE) it used to be called Harrisons on Canterbury Road –

MAGUIRE: Yeah.

HAWATT: Across the road from Canterbury Hospital I'm not sure of the number but that's –

MAGUIRE: Right.

HAWATT: (UNINTELLIGIBLE).

MAGUIRE: Alright so – so as soon you talk to him –

HAWATT: Yeah.

MAGUIRE: - give me the stuff give me the package and make sure – make sure there's in that – I mean you don't want to be too silly about it, but if he's gonna give you one –

HAWATT: Actually (UNINTELLIGIBLE) between you and I this guy has a number of big projects. Big – big projects.

MAGUIRE: Alright well that – that's what we want.

HAWATT: Including – including –including one in Parramatta, high rise –

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MAGUIRE: Alright – alright my – my client is mega big okay.

HAWATT: Alright maybe he might be interested in the other one too (UNINTELLIGIBLE) –

MAGUIRE: Okay. Alright well the DA –

HAWATT: - (INAUDIBLE) to tell you the truth he’s got around a thousand units (UNINTELLIGIBLE) from my understanding to build.

MAGUIRE: Alright okay well if he’s – if he’s interested my client is mega big and got mega money and – and wants two or three DA approved projects right now. Today.

HAWATT: Okay he’s got the one in Parramatta that’s approved as well.

MAGUIRE: Okay well if we can have a go at the two of them, this other one that we’ve got in front of him is – is twelve months away and they want to start building today. So I’ve got to get a couple of really good projects in front of them.

HAWATT: Alright, okay I’ll – I’ll have a chat to him I’ll come back to you Daryl.

MAGUIRE: What’s the one worth in Parramatta?

HAWATT: Oh it’s huge, it’s high-rise. I think it’s three hundred units just in the one building.

MAGUIRE: Okay, alright. Okay well I need to – I need to have – at least if I’ve got those two in front of him these guys make a decision no problem at all, within reasonable time.

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HAWATT: Yeah.

MAGUIRE: And – and they're – they're hungry for DA's. That's what they need DA approved right now today.

HAWATT: Alright all in Sydney I presume yeah?

MAGUIRE: All in Sydney yep nothing else anywhere for the moment.

HAWATT: Yep.

MAGUIRE: And then they – they will look at other places, but I – I've got to get a few projects going now and then with your stuff if, if he's going to get you one and a half percent that's not enough –

HAWATT: Yeah.

MAGUIRE: - you know if you're going to hand these things on then you've got to make sure that – that there's –

HAWATT: I think – I think he can go up to three percent on my understanding if – if there wasn't anyone else involved like (UNINTELLIGIBLE) probably for that particular one.

MAGUIRE: Well he needs to do that –

HAWATT: Yeah.

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MAGUIRE: - so – so he needs to that because one – one point five percent isn't enough divided by two if you know what I'm talking about?

HAWATT: Yeah I understand yeah I – I do understand.

MAGUIRE: So – so three percent's a lot better.

HAWATT: Yep – yep – yep – yep, alright leave it to me I'll – I'll have a chat to him and I'll – and I'll come back to you.

MAGUIRE: Alright get it to me – get it to me as soon as you can.

HAWATT: Now if I call you is that okay if I call you around (UNINTELLIGIBLE) meeting him, after I finish the meeting?

MAGUIRE: Yeah mate no worries yep – yep – yep.

HAWATT: Okay I'll do that so expect a call (INAUDIBLE) alright.

MAGUIRE: Yeah that'll be good you've got my private email address and I'll –

HAWATT: Ah yep – yeah –

MAGUIRE: Yep.

HAWATT: - I – I think so I'm not sure, but I'll (INAUDIBLE) –

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MAGUIRE: I'll just text it to you now.

HAWATT: Okay.

MAGUIRE: I'll just text it to you now.

HAWATT: (INAUDIBLE)

MAGUIRE: So send it there and I will talk to them and I'm meeting with them next week, but –

HAWATT: (INAUDIBLE)

MAGUIRE: - and I'll – yeah and I'll tell you what it's all about, but in the mean time I can get this stuff to them and they'll do all the sums and things and if it's ready to go let me tell you they're hungry.

HAWATT: Okay excellent alright –

MAGUIRE: Okay mate.

HAWATT: - I'll – I'll do that. Thank you Daryl.

MAGUIRE: See you pal. Bye.

HAWATT: Thanks bye.

CALL ENDS