

## Transcript of Intercepted Telecommunication

<b>Warrant No:</b> G00326/00/00	<b>Operation:</b> KEPPEL
<b>Call date/time:</b> 02/09/2017 8:32:12	<b>Transcribed by:</b> CCECERE
<b>Session No:</b> 001207	
<b>Proofed by:</b> Hele	<b>Date:</b> 11/11/2019

### MAGUIRE TO LUONG

**MAGUIRE:** DARYL MAGUIRE  
**LUONG:** WILLIAM LUONG

### EXTRACT

**MAGUIRE:** Alright everything else good?

**LUONG:** Oh I don't know probably a little bit of hiccup with Waterhouse.

**MAGUIRE:** Oh what's the hiccup?

**LUONG:** I sent her the ah, consultancy agreement.

**MAGUIRE:** Yep.

**LUONG:** And two of the things she said she doesn't agree, one is all communications will put down got to channel through me.

**MAGUIRE:** What?

**LUONG:** She - all communications -

**MAGUIRE:** Through you?

**LUONG:** - have to through me--

**MAGUIRE:** Hmm.

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LUONG: --and ah she doesn't agree to that.

MAGUIRE: Hmm.

LUONG: So and then I - my answer to her I said look we are going to discuss on Monday. If it doesn't come through me and then you communicate with them direct from time to time or and sometime communicate with me then it might cause a little misunderstanding and -

MAGUIRE: Yes.

LUONG: - miscommunication.

MAGUIRE: Mmm.

LUONG: So I said even though CGA prefer it that way 'cause they were - the point I gave her is basically the conduit I had with CGA before.

MAGUIRE: Mmm.

LUONG: And CGA's always agreed only one channel communications.

MAGUIRE: Yeah correct. Yep that's correct.

LUONG: So and the other issue was she doesn't want to pay the commission on exchange but CGA normally pay on exchange.

MAGUIRE: Mmm.

LUONG: Because when they have exchange they have the title already basically, they have equitable

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interest they don't mind.

MAGUIRE: Mmm.

LUONG: But she doesn't want to do that.

MAGUIRE: What she want to do?

LUONG: So we're going - she want to spread over the years, over the next few years. I said no in this, it doesn't work in this way. Normal small transaction –

MAGUIRE: Mmm.

LUONG: - you do a settlement but then there's a six week settlement.

MAGUIRE: Mmm.

LUONG: But in this case there might be two or three years settlement.

MAGUIRE: Mmm.

LUONG: But you get one third of it anyway and –

MAGUIRE: Mmm.

LUONG: - so they should actually pay us.

MAGUIRE: So she wants it - she doesn't - she wants to pay you, doesn't want to pay you your two million dollars commission, she wants to pay you over -

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LUONG: She just want it spread over, over three years whatever the term's going to be.

MAGUIRE: That's a bit rough.

LUONG: Yeah.

MAGUIRE: But still -

LUONG: Normally she, she, she want to engage me but now I can be engaged by CGA.

MAGUIRE: Yep.

LUONG: 'Cause Country Garden will normally engage me anyway -

MAGUIRE: Hmm.

LUONG: --and pay the commission 'cause I don't have all this of trouble, they just pay on the spot -

MAGUIRE: Hmm hmm.

LUONG: - on exchange.

MAGUIRE: Hmm hmm.

LUONG: But she doesn't want to do that you know and she's not giving me anything more than Country Garden anyway.

MAGUIRE: Hmm hmm.

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LUONG: She only want to engage me cause she want to get bargain a better price for her.

MAGUIRE: Hmm hmm.

LUONG: But I have no benefit.

MAGUIRE: Hmm hmm.

LUONG: And then I have Jim, she was initially - she was gonna give me point two, you know just 200 thousand (laughs).

MAGUIRE: Hmm hmm crazy. I think, I think she--

LUONG: So I don't want to (unintelligible) over the weekend, I will talk –

MAGUIRE: That's the way.

LUONG: - on Monday anyway.

MAGUIRE: I think she's pretty miserable with money, by the sound of things they're, they're very tight with their money.

LUONG: Hmm, I mean she says to me she said to me she doesn't need the money anyway.

MAGUIRE: That's right.

LUONG: So what's the point I mean you've got to pay tax. If you did pay me you, you pay less tax.

MAGUIRE: Hmm. That's right because that's a cost.

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LUONG: Yeah is a cost to her.

MAGUIRE: Hmm hmm.

LUONG: So you can deduct it straight away.

MAGUIRE: Hmm and it's two million out of –

LUONG: She said her solicitor -

MAGUIRE: - and it's two million out of a 200 million dollar sale, I mean you know.

LUONG: Yeah. And the other thing is their solicitor was - he says - he doesn't agree for them to transfer the title on exchange. I said this is how CGA work you know –

MAGUIRE: Mmm.

LUONG: - they take title and then give you first mortgage over it.

MAGUIRE: Hmm and you take the first mortgage as such.

LUONG: I don't know she might not have a good solicitor 'cause all the other CGA have done this no problem -

MAGUIRE: Yeah.

LUONG: - all have done the same way.

MAGUIRE: Yeah.

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LUONG: She might have a suburban solicitor, they want a big, a top solicitor.

MAGUIRE: Mmm, because otherwise if they don't have the title they're not gonna spend any money developing it.

LUONG: Yes.

MAGUIRE: Crazy stuff.

LUONG: That's correct.

MAGUIRE: 'Cause they do all the work and she take it back.

LUONG: Yeah, yeah.

MAGUIRE: Mmm.

LUONG: There's no title here to take it back you know and then the project is built.

MAGUIRE: Hmm that's right.

LUONG: Hmm.

MAGUIRE: So she's first mortgage anyway so -

LUONG: Yeah.

MAGUIRE: - there should be no problem.

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LUONG: Yeah she, she doesn't agree to that. (Laughs) She -.

MAGUIRE: Do you think she un –

LUONG: - said her solicitor doesn't agree.

MAGUIRE: - do you think she understands it all?

LUONG: I don't think - I think she is driven by the solicitor. The solicitor say this and say that, say doesn't (unintelligible) doesn't want you pay the commissions straight away.

MAGUIRE: No.

LUONG: Want to pay over time. I don't think the solicitor have done this sort of deal before.

MAGUIRE: Hmm I think you might be right.

LUONG: I think he says – one of a suburban -

MAGUIRE: I think you just gotta have a good talk to him.

LUONG: - suburban solicitor.

MAGUIRE: Yeah I think you've gotta have a talk to him and say look you know, you know this is how the big world operates, even I know that.

LUONG: Yeah, yeah.

MAGUIRE: Hmm.



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LUONG: Oh I will talk to her on Monday anyway to sort all these things out.

MAGUIRE: Well get Tim to talk to her too, I mean you know.

LUONG: No, ah Tim shouldn't, shouldn't come into this.

MAGUIRE: Hmm.

LUONG: Cause yeah you know what I'm saying.

MAGUIRE: Hmm yeah but I - you know I mean to reassure people, um reassurance is that's how it's bloody done but I suppose he's Country Garden anyway so anyway you've got a handle on it so that's good.

LUONG: Yeah I, I will handle it and then if - the only thing I need I said no I think (unintelligible) arrangement now and all they have is Country Garden.

MAGUIRE: Yeah.