

Transcript of Intercepted Telecommunication

Warrant No: G00326/02/00	Operation: KEPPEL (E17/0144)
Call date/time: 29/03/2018 10:31:47	Transcribed by: Hele
Session No: 7609	
Proofed by:	Date:

MAGUIRE TO WANG

MAGUIRE: DARYL MAGUIRE
WANG: MAGGIE WANG

WANG: Hello.

MAGUIRE: Hey Maggie, how you going?

WANG: Yes not bad. Ah you got back from Canberra?

MAGUIRE: Yeah, yeah I'm in Wagga now.

WANG: Oh you in Wagga (laughs) that's very quick.

MAGUIRE: Yep in Wagga now so that's good.

WANG: Oh, oh –

MAGUIRE: Just arrived.

WANG: - oh you didn't come back.

MAGUIRE: Yep.

WANG: Yeah okay, cool.

MAGUIRE: Now two things. Um -

WANG: Yep.

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MAGUIRE: - ah with Santos, you've got the meeting organised um -

WANG: Yeah, yeah.

MAGUIRE: - that's good. Now also Kerry Chikarovski rang me back. She knows -

WANG: Oh good.

MAGUIRE: - some people in oil down in Melbourne, but I've -

WANG: Oh fantastic yeah.

MAGUIRE: - I've, I've hit the jackpot, I've hit the jackpot. Steve Galilei -

WANG: Fantastic.

MAGUIRE: - rang me back. Steve Galilei -

WANG: Wow.

MAGUIRE: - is the CEO of the Mining Association. Now he tells -

WANG: Oh my god.

MAGUIRE: - yeah but he tells me -

WANG: Wow.

MAGUIRE: - there's a peak body um -

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WANG: Yeah.

MAGUIRE: - that, that are going to meet in about May. He's going to send me the email and this -

WANG: Wow, fantastic.

MAGUIRE: - and this peak body are meeting in Adelaide.

WANG: Oh wow.

MAGUIRE: Okay.

WANG: That's fantastic.

MAGUIRE: Now they're having -

WANG: Yeah, yeah.

MAGUIRE: - a conference and these are the, all the oil miners, all the oil drillers -

WANG: Yeah, yeah.

MAGUIRE: - right for Australia and across the world. They're all coming there.

WANG: Wow -

MAGUIRE: Now -

WANG: - oh it's fantastic.

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MAGUIRE: - now these people that are making the enquiry um -

WANG: Yeah.

MAGUIRE: - I reckon they'd be wise to get to that conference and you go -

WANG: Yeah, yeah.

MAGUIRE: - with them.

WANG: Okay that'll be great, that'll be fantastic.

MAGUIRE: That makes sense to me.

WANG: Yeah that'll be fantastic.

MAGUIRE: So -

WANG: Yeah, yeah, yeah absolutely.

MAGUIRE: - so you probably need to tie them up with a bit of a, an interest in the contract or something.

WANG: Yeah, yeah.

MAGUIRE: Right so they put some dollars in the, on the till, get them to the conference um -

WANG: Yeah.

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MAGUIRE: - you know get them a, a, get them a ticket or what, however it works.

WANG: Yeah.

MAGUIRE: Ah this bloke is going to ring me, the CEO of -

WANG: Yeah.

MAGUIRE: - the organisation. He's a friend of David, of um, Steven Galilei.

WANG: Yeah, yeah.

MAGUIRE: So he's just gonna ring and make the introduction now. Um -

WANG: Yeah.

MAGUIRE: - so um we might be better off to – you, you better talk to them once we get the information
-

WANG: Uh-hmm.

MAGUIRE: - and decide if they want to come and that way – these blokes speak English or what?

WANG: Oh not much no.

MAGUIRE: Oh well you, in that case you better lock them in.

WANG: Yeah.

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MAGUIRE: Get them a, get them a, some kind of an agreement and um -

WANG: Yeah, yeah.

MAGUIRE: - get them to the conference.

WANG: Sure, sure.

MAGUIRE: Because you've got to be careful that they don't run -

WANG: Yeah.

MAGUIRE: - around your back now and bring their own interpreters and do you over.

WANG: Yes, yes, yes absolutely, absolutely.

MAGUIRE: Mmm. So you know -

WANG: Yeah.

MAGUIRE: - you know how to handle that. How did -

WANG: Yeah, yeah.

MAGUIRE: - you get onto them anyway?

WANG: Oh yes, through a friend in China and I, I will, I will try to work it out. What do you think what to kind of, do you think we should, if they set up a company in Australia do you think we should have a shares in the company or do we just get consulting fee?

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MAGUIRE: No I -

WANG: What do you think?

MAGUIRE: - no I think you should have a consulting fee right.

WANG: Yeah.

MAGUIRE: They should pay you a consulting fee because it costs money to do all these things -

WANG: Yeah.

MAGUIRE: - and it should be a reasonable fee and then -

WANG: Yeah.

MAGUIRE: - and then they should give you a percentage um and/or of shares of the company um as -

WANG: Yeah.

MAGUIRE: - the success fee.

WANG: Right, okay.

MAGUIRE: Right, ongoing.

WANG: Yeah.

MAGUIRE: If this -

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WANG: Okay sure.

MAGUIRE: Yep so -

WANG: Yeah.

MAGUIRE: - and, and not only Santos but any of the companies that they deal with. If you introduce -

WANG: Yeah.

MAGUIRE: - their technology they've got the -

WANG: Yeah.

MAGUIRE: - worldwide patent, well what you want -

WANG: Yeah, yeah.

MAGUIRE: - um is, is a, a share of, of the company right -

WANG: Yeah.

MAGUIRE: - and whatever it is that they do um in Australia.

WANG: Sure.

MAGUIRE: And that's - yeah so you, you, your consultancy fee might be 50 grand or a 100 grand um -

WANG: Yeah.

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MAGUIRE: - and then after that um, after that you just, you have a percentage. You say well you know, um because they're gonna – you know once they establish they gonna get their own interpreters and all those things so you need to ensure you've got a -

WANG: Yeah.

MAGUIRE: - bit of cash flow.

WANG: Yes, yes absolutely. So consulting fee we could do you know some in the front – ah no, no, no I don't think they happy to do that. So I, and ah, some in the middle and some at the end I think.

MAGUIRE: Yes, yes that's right. So they've got to pay some -

WANG: Okay sure.

MAGUIRE: - because you've got airplane tickets, you've got accommodation and all those things.

WANG: Yeah, yeah.

MAGUIRE: So, so they should pay an amount upfront, you know.

WANG: Uh-hmm.

MAGUIRE: They should give you 20 or 30 thousand upfront to get the work done right.

WANG: Yeah.

MAGUIRE: And then they should give you -

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WANG: Mmm.

MAGUIRE: - 20 or 30 thousand halfway through -

WANG: Uh-hmm.

MAGUIRE: - and then -

WANG: Yeah.

MAGUIRE: - then, then when the consultancy's done they pay you the balance.

WANG: Yeah, yeah.

MAGUIRE: And then, and then -

WANG: Sure.

MAGUIRE: - and as a result of that you get you know, you'll know then what you think the turnover's going to be so you, you -

WANG: Oh yeah I don't know actually but we, we can talk um, talk about what's the percentage -

MAGUIRE: That's right.

WANG: - in the company with them yeah, yeah.

MAGUIRE: Yep. So you, then they'll probably give you three percent or something you know that -

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WANG: Okay sure.

MAGUIRE: - that's the standard thing.

WANG: Yeah.

MAGUIRE: But three percent, you know what, um -

WANG: Yeah.

MAGUIRE: - three percent of whatever it is um, ah and when you're talking oil you're talking big money.

WANG: Yeah, yeah absolutely, absolutely.

MAGUIRE: Mmm.

WANG: Yeah absolutely.

MAGUIRE: So I wouldn't -

WANG: Okay.

MAGUIRE: - I wouldn't go in with a fixed there.

WANG: Yeah.

MAGUIRE: I'd be going say you know, and see what happens because usually if they're doing that too -

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WANG: Yeah.

MAGUIRE: - they want some in the backdoor themselves.

WANG: Yeah, yeah -

MAGUIRE: So -

WANG: - I understand.

MAGUIRE: - so you know -

WANG: Yeah.

MAGUIRE: - they might agree to five percent but which in reality -

WANG: Yeah.

MAGUIRE: - is two and a half for you and two and half for them.

WANG: Yeah.

MAGUIRE: Or they might say we give you more, which is -

WANG: Yeah.

MAGUIRE: - you know and you've got to manage that for them. That's the way it normally works.

WANG: Yeah, yeah.

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MAGUIRE: Alright.

WANG: Sure.

MAGUIRE: So, so I -

WANG: Yeah.

MAGUIRE: - will um, so as soon as he gets hold of me I'll get the details -

WANG: Yeah.

MAGUIRE: - and then -

WANG: Uh-hmm.

MAGUIRE: - what you can do is research it and um, ah then you can say to them righto we can get you to all these people okay.

WANG: Yeah.

MAGUIRE: Um and then sign the deal and then, then you can tell them about the conference and we can get them to Santos and all that stuff.

WANG: Yeah, yeah sure, sure.

MAGUIRE: I mean it's just getting them through the door to Santos. I mean Australian consultants charge you know um, up to \$80,000 a year just to be on hold or even more, you know -

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WANG: Yeah, yeah.

MAGUIRE: - just to be available.

WANG: Yeah, yeah, yeah okay I understand now, yeah.

MAGUIRE: Mmm.

WANG: No prob -

MAGUIRE: Some are more, some are a hundred and, some are a \$150,000 just to be available as a consultant.

WANG: Yeah, yeah I, I understand yeah.

MAGUIRE: Mmm.

WANG: Okay no problem.

MAGUIRE: So you'll just have to -

WANG: Yeah.

MAGUIRE: - shield them from -

WANG: Yeah, yeah, yeah.

MAGUIRE: - from the organisation and others until you got them locked into play.

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WANG: Yeah.

MAGUIRE: Mmm.

WANG: Yeah, yeah absolutely.

MAGUIRE: Okay. Alright darl.

WANG: Absolutely.

MAGUIRE: Well done.

WANG: Cool, okay and ah we'll, we'll see how, basically that's the idea and I will do the negotiations -

MAGUIRE: Yep.

WANG: - to see you know what we can get.

MAGUIRE: That's right.

WANG: Absolutely.

MAGUIRE: Yep.

WANG: Yeah, yeah, yeah and, and the, we, we, do um the you know as before half, half.

MAGUIRE: Yeah well what -

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WANG: Um -

MAGUIRE: - whatever, it's -

WANG: Alright okay cool.

MAGUIRE: - I, I'm, I'm -

WANG: Yeah, yeah, yeah.

MAGUIRE: - cool with that. We'll just, we'll just you know, we'll do like we always do alright.

WANG: Yeah, yeah, yeah.

MAGUIRE: Blood brothers -

WANG: Sure.

MAGUIRE: - and sisters (laughs).

WANG: Yeah, yeah absolutely -

MAGUIRE: Alright darl.

WANG: - absolutely. Okay cool.

MAGUIRE: Alright take care.

WANG: Yeah.

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MAGUIRE: See ya, righto.

WANG: Yeah, no problem.

MAGUIRE: Bye.

WANG: Okay cool, okay.

MAGUIRE: Bye.

WANG: Bye, bye.

CALL ENDS