

Transcript of Intercepted Telecommunication

Warrant No: G00326/00/00	Operation: KEPPEL
Call date/time: 06/09/17 12:18:42	Transcribed by: [REDACTED]
Session No: 1381	
Proofed by: [REDACTED]	Date: 13/11/2019

MAGUIRE TO LUONG

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

EXTRACT

MAGUIRE: Hello mate. You rang?

LUONG: Good morning.

MAGUIRE: William.

LUONG: How are you mate?

MAGUIRE: Yeah, good how are you?

LUONG: I'm fine thanks.

MAGUIRE: That's good.

LUONG: Okay a little bit of good news.

MAGUIRE: Yep.

LUONG: Ah, Water – ah Rob came back from overseas ah, last night.

MAGUIRE: Yep.

LUONG: So Louise spoke with him. He's in agreement to sell.

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MAGUIRE: Excellent. Good news.

LUONG: So, which means we got 99.9% certainty already with the other side.

MAGUIRE: Mmm.

LUONG: From um, from the seller side.

MAGUIRE: Mmm.

LUONG: It's only ah Bill Waterhouse has not been spoken to but he's said to Louise anything above three, with the number three in front, we will sell.

MAGUIRE: Oh, well done William, big tick to you mate.

LUONG: So which mean (indecipherable). Ah, so I just wanted to let you know but one of the things is they don't want to agree to pay the commissions at once. They want to pay it over the period of time.

MAGUIRE: Mmm, mmm, well that's a bit of cash flow anyway isn't it?

LUONG: Yep so, yeah, yeah but I'm not sure if this, this is what I want do because they said when they, when they receive the payment they will, the deal is structured so only get three payments.

MAGUIRE: Yeah.

LUONG: The time they receive each payment we get some.

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MAGUIRE: Yeah, well that's, that's, that's ok. That's cash flow mate.

LUONG: Yeah, yeah, yeah, yeah.

MAGUIRE: You know it's, it's cash flow. Listen –

LUONG: Yeah.

MAGUIRE: - many, many a Jewish family made a fortune by um –

LUONG: Yep.

MAGUIRE: - by having lay buys -

LUONG: Yep.

MAGUIRE: - and same thing, it's cash flow.

LUONG: Yeah it is, it is -

MAGUIRE: Mmm.

LUONG: - 'cause ah, I mean you know, they're in this sort of business.

MAGUIRE: Mmm.

LUONG: So they're in the money business.

MAGUIRE: Mmm.

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LUONG: So they obviously looking at cash flow all the time.

MAGUIRE: Yeah but I mean, you, you think about that. That's fine, um –

LUONG: Yep.

MAGUIRE: - you know over three, what, three years or something.

LUONG: Yeah, ah we're trying to get a deal done two years, 'cause Tim was suggesting three years. My discussion with him yesterday I said look we can't do, (unintelligible) sign the deal with two – three, it'd have to be two. So Tim got to talk to GT.

MAGUIRE: Mmm.

LUONG: I just sent him the message. I said no, on this side I'm done now so wait for his call.

MAGUIRE: Well done. So that's means, that's means really it's three hundred and what, thirty million isn't it?

LUONG: Yes, yes.

MAGUIRE: Three thirty million so you've done very, very well William. Big, bloody tick to you mate.

LUONG: Ah, I, I was pushing –

MAGUIRE: I always said you were my, I was always said you were one of my smartest fucking friends.

LUONG: (Laughs).

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MAGUIRE: (Laughs).

LUONG: No just by luck, by luck, purely by luck. If, if it wasn't a referral from you probably won't be able to get it done, put it this way.

MAGUIRE: Oh yeah, yeah, well it's because she likes -

LUONG: Be careful you don't know this.

MAGUIRE: - she likes me. Mmm.

LUONG: Yeah she said now you have a very good credibility -

MAGUIRE: Yeah.

LUONG: - and ah you're a good person so coming from you, happy to get.

MAGUIRE: And besides that we've got a nice um, we've got a nice ah customer and -

LUONG: Yes.

MAGUIRE: - everybody's happy, you know.

LUONG: Yes, yes, yes.

MAGUIRE: You know.

LUONG: Ah she's pretty straight forward, honest.

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MAGUIRE: Yeah she's a lovely person.

LUONG: And ah –

MAGUIRE: I like her a lot. And I actually think -

LUONG: Yes, yes.

MAGUIRE: - I actually think they got more connections that you do this, I actually think they'll help, mmm.

LUONG: Yes, yes, yes. To be honest she really pushed a lot yeah.

MAGUIRE: Mmm.

LUONG: They start from 250 you know.

MAGUIRE: Yeah, I know but you're there. I mean –

LUONG: Oh.

MAGUIRE: - you're there. Well done. Good, good, good.

LUONG: I mean Tim only offered 200 to the next door.

MAGUIRE: Yep.

LUONG: - for 200 acres –

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MAGUIRE: Yep.

LUONG: - oh hectares.

MAGUIRE: Mmm.

LUONG: And um we got three fif - 330 and (indecipherable) GT really good -

MAGUIRE: Yeah, but, but –

LUONG: - which is about the market price.

MAGUIRE: But, but, but, yeah but mate let's put (indecipherable) there. You'll be fucking mad to let that go. That's the thing.

LUONG: Yeah, yeah, yeah that's what I told Tim I said look, look it probably about 10% above market price but now in time, next year you'll probably you know 10% below the market price, you know what I'm saying –

MAGUIRE: And besides you're probably be able to on-sell it and make another 100 million on it.

LUONG: Yep. I tell you what I have been plan, I told Tim.

MAGUIRE: Mmm.

LUONG: There's a number of smaller block ah, one of the them we have agreement to get this, to get access to Martin Road.

MAGUIRE: Yeah.

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LUONG: But I said they don't get one, you get all those four together and they give us another 100 acres there –

MAGUIRE: Mmm.

LUONG: - and that was basically around so 40 hectares.

MAGUIRE: Yep.

LUONG: Now that is right next to the Martin Road.

MAGUIRE: Mmm.

LUONG: (Unintelligible) run through it and also that is right next to the airport on the other side.

MAGUIRE: Mmm.

LUONG: And ah, then I get Westfield to come and do a shopping centre there.

MAGUIRE: Mmm, mmm.

LUONG: And Tim's left all the idea with Westfield. Westfield said they were open to it.

MAGUIRE: Mmm.

LUONG: They said they won't be able to do it a deal with the other (indecipherable) they will put (indecipherable) -

MAGUIRE: Mmm.

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LUONG: - 'cause they don't like them.

MAGUIRE: Mmm.

LUONG: So that way increase the value of the land. Now that's justifiable the pay -

MAGUIRE: Mmm, mmm, mmm.

LUONG: - or the higher payout.

MAGUIRE: Yeah well I'd admit it's worth pursuing. It's worth pursuing.

LUONG: Yeah (indecipherable) the argument.

MAGUIRE: Huh?

LUONG: That is the argument –

MAGUIRE: Mmm.

LUONG: - I've been putting forward for 330 they have to pay.

MAGUIRE: Mmm, mmm, mmm. Yeah -

LUONG: So I've got to work on all those smaller piece of land as well, right I've been (indecipherable) next week.

MAGUIRE: Mmm.

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LUONG: Once I got a confirmation, letter of offer coming out, signed, I start to work on Waterhouse more land.

MAGUIRE: Mmm. Well what I'll do -

LUONG: Make sure they get a good consolidated parcel.

MAGUIRE: Yeah. Well what I'll do um when we're back next week I'll ask my friend about those other big opportunities he was telling me about.

LUONG: Yeah.

MAGUIRE: So I'll have a conversation, that'll be good. So -

LUONG: Yeah also we need to consolidate more land at the Badgery Creek area.

MAGUIRE: Yep.

LUONG: If you know anyone there, yeah I mean -

MAGUIRE: Well I know, remember I know the university woman. Remember?

LUONG: Yes, yes, yes, yes.

MAGUIRE: I can -

LUONG: I need -

MAGUIRE: Mmm.

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LUONG: - Brown Road (indecipherable) I need Brown Road (indecipherable) to be done.

MAGUIRE: Yeah.

LUONG: There's two block of land in Brown Road, I will show you when, when we see each other.

MAGUIRE: Yeah.

LUONG: We need, we need those two.

MAGUIRE: Alright.

LUONG: Country Garden need those two.

MAGUIRE: Alright. Well that's, that's okay.

LUONG: They belong to the University of Sydney.

MAGUIRE: Yeah alright well we'll, we'll sit down and have a talk this week. We'll have lunch this week and um –

LUONG: Yep.

MAGUIRE: - let's have a talk or dinner or something and um, I've got that dinner on Tuesday night. You're coming with GT aren't you?

LUONG: Ah I'll wait for Tim to confirm. I want GT and Tim to come.

MAGUIRE: Yeah, I, I put –

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LUONG: Give me a bit of support.

MAGUIRE: - yeah I put um, I put your name down with GT so anyway –

LUONG: Yep.

MAGUIRE: - see what happens. Um, so yeah we might have a lunch or a dinner ourselves just to um, just you and me um and I'll –

LUONG: Yep, yep.

MAGUIRE: - I'll bring you up-to-date. I had, I had a big settlement on Friday. I had to settle a whole heap of properties and things so –

LUONG: Yep, yep.

MAGUIRE: - I've done all that. So this is very good news.