

Date: 01 April 2012

Time: 19h23

Length: 22min25sec

Speaker 1: Walter Hennig [South African]

Speaker 2: Asher Avidan [Israeli]

3 people present.

[RECORDING BEGINS]

welcomes and pleasantries

Speaker 1:

SA: Is the articles there?

Speaker 2:

Yes, there is one. It is last week.

It's four weeks in a row that something about the project.

Speaker 1:

Don't worry.

I had a discussion about my project.

You know, about the whole due process thing, commission, this whole due process thing.

Speaker 2:

Is that so?

Speaker 1:

Commission, due process, you know, it's very important.

Speaker 2:

How was he?

He was okay?

Speaker 1:

Hmm, yeah. Good. No problem.

Speaker 2:

Is he busy with someone?

He is going somewhere?

Speaker 1:

He didn't talk about going anywhere now.

Speaker 2:

I heard yesterday that he is going to fly somewhere.

Speaker 1:

Going to travel.

Speaker 2:

To Mali, or something.

Speaker 1:

Oh Mali.

I hear the Mali people run a fund there.

You know, the military wants to interfere, it's a big problem there.

Big problem for Mali.

Obviously for them.

On the phone all the time.

But for me it's a discussion about timing.

About what to do.

The result for me is, I think my project will take more time because of due process.

Because everything is behind.

Everything is behind the process.

So I think my work, I will agree with you to invest with you in some other projects for now.

And to do the project when, I think it's 6 months away.

Because my thing is on ###Sokomien, ###Sokomien with the iron ore business on the top.

And for ###Sokomien to be organised, to go through all the process, will take time.

So I'm happy with that.

I'll do some projects on the oil and I'll do one or two other things, which is available.

I don't want to push the guy at 6 months.

Speaker 2:

But what did he say?

He say it's better to go through the normal process.

The committee.

Speaker 1:

Yes, you see.

He said, first of all, it's elections.

That is big scrutiny. May – June, so big scrutiny with elections and apart from that his due process is laid out and it is being watched by everybody.

All the banks, you have to follow the procedure.

Our contract is lying there.

I said we can do it now, he said we must follow the due process.

So okay, I said I am happy with that, because I can't really interfere with that process and it must be key.

Speaker 2:

But why did he do the process with Rio Tinto.

Why with Rio Tinto it's okay?

Speaker 1:

Up front.

Who knows?

Speaker 2:

Who knows?

Speaker 1:

He said, I mean obviously you know, with your thing you can't, you know, these things are completely off record.

He said.

You know, with your business, all the other things, asking for advice.

I said, my advise is you must get investment in the country...

Speaker 2:

He?

Ah, he asked your advice.

Speaker 1:

So my advice is to get investment into the country.

That's the advice.

To get that done, whatever is the best way, you know, as quick as you can.

They are following procedures, they're doing their investigations, they're having a commission, same thing, following due process.

Same discussion.

Like I suspected, he said I must bring him advice.

So I said okay, on my business, I will come here for you.

Because I haven't been here for 3 months now.

Speaker 2:

Here?

Speaker 1:

Yeah.

Me, myself, hasn't been here.

I said I will come here but this week is Easter.

But I will come back the week after next.

Speaker 2:

Me too probably.

Speaker 1:

Yeah, week after next is I'll come back.

To talk more about...

Speaker 2:

You come specially with a jet or?

Speaker 1:

Yeah I come from London.

Because I must be here today and then I must go to Zurich.

Because we are there tomorrow morning.

So I fly tonight.

Speaker 2:

You came before the time you were supposed to come.

You told me Monday.

Speaker 1:

Yeah, I was planning for Monday, or Tuesday.
But I have something else to do...

Speaker 2:
Because he is flying?

Speaker 1:
No, no.
So I just ask him is he available today, so he said okay.
So it's okay.
So we'll go and then I'll come the week after next.
Half the dialogue, he is looking for advice you know.
On what is right advice.

Speaker 2:
He is asking advice is for?

Speaker 1:
Everybody, Tony Blair.
The whole world.

Speaker 2:
What advice?
It is just showing like he is listening to you and this is his way of...

Speaker 1:
You know the story.

Speaker 2:
I'll tell you, yesterday I had someone who told me.
That maybe yesterday when I came evening I would go to see him.
I so no, I'm not interested. I will wait.
And then I waited, because I thought I didn't wait to interfere with whatever we...

Speaker 1:
No, No, look.
I think, let's think for the week what is the right way.
If there is anything you want to propose, if there is anything you want to say, I mean I think, he's
available to be here to listen.

Speaker 2:
No, I told you.

Speaker 1:
Due process is running with that proposal that you come with.
But I think the week after next week, if there is anything you want, I mean we can...

Speaker 2:
If you coming back, listen I don't know the week after Easter exactly what I am going to do.
I planned of going to Brazil.
But I might be a few days in London, and I thought of coming here for 2 days.

So I don't know, but we will be in touch.

Speaker 1:

We have the lines open.

Think and talk how these things go.

Speaker 2:

No, but as you said.

It's a situation in the country is not...

Speaker 1:

It's a very interesting.

It's a interesting...

Speaker 2:

The election will lose for sure, he will lose.

Speaker 1:

In my opinion, yes.

From his point of view, he is very aggressive.

Very aggressive. It seems under control.

He seems to be very aggressive.

You know, about the prospects.

He was explaining the Mali, election situation, due process...

Speaker 2:

It told you he has a lot of, he his very brave.

Very, lots of courage.

Speaker 1:

He is very brave.

Speaker 2:

But he believes in what he is doing.

And that's it, you cannot move him.

Speaker 1:

He is very stubborn, but he believes in what he is doing.

That's the summary...

Speaker 2:

No it's true.

I have to say to him, it's true.

Really, I talked to the guy.

I saw he is so stubborn and he just won't move nothing and I need that for what we said here.

The thing is that he has no friends any more, I think.

Everyone that helped him in a way got disappointed.

The army is dead, the opposition.

I hope, I hope it will be stable, at least this.

Although the rest we can sort.

Speaker 1:

The rest we can sort.

At least stability is important.

It is an interesting part of the world this.

I don't know.

I mean, it will be very interesting to see how it play out.

Very interesting.

This Mali thing is a big thing.

Big thing.

Speaker 2:

I don't know what has it got it to with that.

People, I heard today, that they are saying that the president, he planned the whole thing.

It was just one month before election, although he said you know I don't want to be re-elected and blah blah blah.

He planned the whole thing.

Because it is still alive.

I have very good friends there I can ask around.

But that's what I heard here and it's an interesting theory.

Speaker 1:

Listen, anything is possible.

I mean listen, you don't forget, I have seen everything.

Everything is possible.

Speaker 2:

Everything. But you know better, as long as nobody talks to those soldiers, the good it is.

If you start to give them some attention, or this, they will feel like they are in control and in power.

And that's it.

If you boycott them, they will feel very isolated and they will be safer so nobody will losen ###, like in France.

But I don't know.

Speaker 1:

I think everybody agrees, they must leave, of their opinion.

Now the detail is who sends troops, who sends money, for them to be fought.

Must fight the military, must fight the rebels.

It's details, everybody agrees on the principle.

No that's it now, I've had enough, interesting.

Let's...

Speaker 2:

Okay, so I see that not much of a progress we do.

Speaker 1:

No, not much progress.

I think let's think.

Where we catch up when I'm in Switzerland for the week.

Is there nothing happens.

We will catch-up.

Speaker 2:

I will be Wednesday, Thursday Paris and then I go to Israel for the Easter.

Speaker 1:

After Easter let's catch-up then.

Speaker 2:

You go to London or South Africa?

Speaker 1:

London.

After Easter I got straight, on the 10th I'll be there.

London, And then let's catch up there.

Speaker 2:

We have the line open, like you said.

Speaker 1:

And my intention is to come back that week. Let's think about it.

Speaker 2:

Think.

I will see, maybe tomorrow, maybe tomorrow I will try to see him.

I will try.

Because now you finish your long weekend, I will try to see him.

Not sure he will see me.

I don't know if he will have time at all or if he will be here.

As far as I heard he has to go somewhere, maybe to the ### in Mali or something like that.

Yesterday I heard he was still leaving.

Speaker 1:

He didn't say anything now.

Normally he would have spoken about if he is travelling.

Speaker 2:

Okay, but if I will see him I will tell you.

Listen, I will offer him a solution like I told you in London.

And we will start negotiate if not, we will wait until the commission will be in place and let's hope it will be, it will be stable and reasonable, and Vale will stay.

Because Vale, they are really really holding them back. I don't think they will.

Really, really, honestly I don't think they will.

I am not so sure. And of course they are trying to push us, we know that.

We know that from other sources, and anyway, from the beginning.

The day one they came here I already felt it.

But that's how big companies are working.

You don't have to push, by the way.

They don't have to push, they just have to sit.

But they sit now, and they wait.

But they told us now, two weeks ago, again, that they want to pull out.

Speaker 1:

But let's look if you can see him now, give him your thoughts.
If there is some difficulty I will happy to help you to...

Speaker 2:

No, for sure.

Listen Walter.

First of all I want to tell you, honestly, I appreciate your efforts.

I don't know who exactly you guys with, and this, we discussed it, I don't want to repeat it and the 'how it works' etc.

But the thing is I feel confident and I know that you have the access to him, and you have, like you said delivered, we as well.

And if we will get to a certain point, which I that we can leverage it together, I will take it.

There are many many people that try to do something, and I tell you, it's all here.

Here I have hope.

I told Beny and everybody that from it something good can happen.

I really feel like that.

Speaker 1:

Let's see, you never know.

We keep the lines open, we try, we think, now there are so many things happening.

Let's just keep it, any conversation off the record, behind the scene.

We just keep it, you know, quiet.

Speaker 2:

Okay, no problem.

We will stay in touch.

That's it, you take off tonight?

Speaker 1:

Yeah, 10 o'clock. I go back to Novotel, take my bag...

Speaker 2:

What do you have your pilot ###?

Speaker 1:

Yeah.

Speaker 2:

Which plane you take?

Speaker 1:

No I just charter.

From London I charter, from Switzerland, at this point, whatever is available.

It's easier to fly from Europe than South Africa.

There is more planes in Europe.

It's easy.

Speaker 2:

I did it a few times, we have our plane too.

But here I said I will come to a short visit so I don't need it.

I leave tomorrow, the day after tomorrow.

Speaker 1:
Air France? Perfect.

Speaker 2:
I like it.
It's okay.
You come here to live here at night, you sleep well.

Speaker 1:
The beds okay, it's not so bad.
No, very good Aster.

Speaker 2:
Okay my friend, so you take care.
Have a good trip.
We will stay in touch.
It is a pity he didn't move ahead a bit.

Speaker 1:
I understand that, I am happy.
I understand the process.
At least, it's clear, you know.

Speaker 2:
No, the process I know. C
lear. It's clear.

Speaker 1:
It's clear and I'll figure out what is the way in between.

Speaker 2:
Did he sell the shares of CBG### or it's only rumours?
The CBG###, the box-site###.

Speaker 1:
Oh, I didn't ask him.
I didn't ask him.

Speaker 2:
49% he had.

Speaker 1:
To ###M...?

Speaker 2:
I think so, that's what I heard. I don't know...

Speaker 1:
There was discussions...

Speaker 2:

The opposition is asking to see how he did it, if at all.

I'm not sure they did, they sold.

They are doing lots, you see, I heard even in Novotel that they had some many problems with him.

That the government had about 30% from Novotel.

And then because of the debts they had, they sold back to ###Acco group.

And now the group ### is building is building the port just behind Novotel.

Did you see that?

Speaker 1:

I see them working yeah...

Speaker 2:

It's unbelievable.

It's like they don't give a damn about that, about them.

And there is a big problem.

I heard from the ###Acco CEO in Paris, that there is lots of problems.

That there is lots of problems with the guys.

Speaker 1:

Ok, I was wondering today when I saw these people are moving sand in there.

Speaker 2:

is extending the port.

Speaker 1:

Ah, I thought it is the general.

Because he was going to give that ### to the general.

Speaker 2:

The general has some other, I don't know, some 9-9-9 hectar, 5 hectar or 2 hectar, I don't know.

And the ### the general, he also, this is also a problem that I heard.

Speaker 1:

There's a lot of problems.

Speaker 2:

Okay Walter, thank you for coming.

Thank you.

We'll be in touch.

Goodbyes

2 min of silence until someone returns

[RECORDING ENDS]