

The Charismatic Charlie Wade Chapter 2046 – 2050

Chapter 2046

She decided to adopt a joint venture like an automobile company to introduce Nippon Steel's cutting-edge technology in steel companies.

FAW-Volkswagen, Guangqi Honda, and Changan Ford have basically adopted this kind of joint venture idea. After two to thirty years of joint venture development, these companies have indeed achieved very impressive sales results.

Nippon Steel is also very interested in this cooperation, coupled with the Song family's strength, land, and certain experience in the steel industry, it is also a very good potential partner for Nippon Steel.

So the two sides hit it off, and the rest is the discussion and formulation of cooperation details.

Warnia's idea is that the Song family holds 51% and Nippon Steel holds 49%, but the idea of Nippon Steel is that they hold 51% and the Song family holds 49%.

Don't look at such a slight difference in proportions, but it determines who has the final say in a company.

Shareholders who reach 51% are undoubtedly the largest shareholders, and they have absolute power to say anything about specific matters of the company.

Once the controlling rights are handed over to Nippon Steel, the Song family will lose all dominant positions in this cooperation.

At the negotiating table, both sides saw the issue back and forth, but no one wanted to take a step back.

Warnia said to Nippon Steel's senior management: "Everyone, our cooperation this time refers to the usual cooperation model of the auto industry. In our country, local auto companies and overseas auto companies have established joint ventures with local companies to hold shares %, overseas companies hold 49% of the shares. After that, the company is established in our country and it should be controlled by us. I hope your company can understand this!"

The person responsible for negotiating with Warnia is Nippon Steel's vice chairman, whose full name is Hashimoto Kinzaki, is a member of Nippon Steel's core management.

Hashimoto Kinzaki is forty years old this year. In Japan, a society where qualifications are extremely important, he can climb to the core management so early. It can be said that he is a very right-handed person.

At this time, he looked at Warnia and smiled slightly: "Miss Song, I know the kind of cooperation model you mentioned in the automobile industry, but that kind of model is not suitable for this cooperation between Nippon Steel and you."

Warnia said with a calm expression, "Mr. Hashimoto, why is it not suitable for our cooperation? I would like to hear more."

Hashimoto Kinzaki said with a smile: "First of all, there are too many leading companies in the automotive industry. There are Toyota, Honda, and Nissan in Japan alone, BMW, Mercedes-Benz, Audi, and Volkswagen in Germany, and GM, Ford, and Chrysler in the United States. Not to mention the Ferraris, Lamborghini, and Maseratis in Italy. With such a large number of competitors, it is inevitable that their peers will be underestimated. Everyone will often lower their prices for the Chinese market..."

Speaking of this, Hashimoto's expression was stern, and he said seriously: "However, there are only a few leading companies in the steel industry. Among the world's top ten steel companies, half of them are on the list due to large output. There are only three or four companies specializing in the core technology of special steel, and the only company in Japan is Nippon Steel. You have a Chinese saying, "Rare is precious". Miss Song for the rare cooperation of Nippon Steel Partner, it is normal to sacrifice more interests!"

Warnia hesitated again and again, and said: "Mr. Hashimoto, I really can't give up any more shares. The Song Group must hold 51% of the shares in this cooperation, but as

compensation to Nippon Steel, we can give rope in terms of income rights, Nippon Steel has a certain degree of tilt. For all the net profits generated by our cooperation in the future, Nippon Steel will enjoy 51% of the net profit income rights. What do you think of this?”

Hashimoto Kinzaki shook his head without hesitation, and said seriously: “Ms. Song, we will not make any concessions on the equity issue. If we are willing to make concessions on this point, we will have deep cooperation with other steel companies in your country. How can we wait until today?”

Chapter 2047

Warnia knew that what the other party said was true.

In fact, Nippon Steel, a top-notch steel group, is very popular in any country.

Especially their strength in special steels is among the top in the world.

Special steel has a wide range of uses, and the more sophisticated the field, the higher the demand for special steel.

Such as the military industry.

The most common barrels have very strict requirements on steel.

If the material is excellent, the life and accuracy of the gun can reach the best, but if the material is not good, the life and accuracy of the gun will naturally not work.

Some barrels, fired thousands of times, will wear out so much that they have to be replaced.

Some gun barrels have reached the end of their life after hitting a few hundred rounds. If they don't work well, they may explode. Once they are put into use on the battlefield, it may affect the battle situation and results.

In addition, tank armor, helicopter armor, and aircraft carrier decks all have extremely high requirements for steel.

Therefore, everyone hopes to have in-depth cooperation with companies like Nippon Steel.

But Nippon Steel is also very smart.

They not only have a great appetite for foreign cooperation, but they are also very cautious about patents and scientific research results.

Even if it is to reach a cooperation, they will not bring out the top results at the bottom of the box.

At most, some castrated products are used to cover the civilian field, and the cutting-edge technology in the military field is never external.

This time working with the Song family, what they want is Absolute Holdings.

While letting the Song family surrender, contribute money, land, and power, they must do things under their hands and at their orders.

As long as the Song family agrees to this condition, they will spend a few years gradually turning the Song family into their own puppets, or sweeping the Song family out of the game.

Warnia didn't expect that she would give Nippon Steel two more profit rights, but the people of Nippon Steel still refused.

So, she gritted her teeth and said: "Mr. Hashimoto, I can give Nippon Steel a part of the income right. The future net profit will be 55% for Nippon Steel and 45% for Song. How about this?"

To give up five points in one breath, for Warnia, it was already a great compromise and concession.

Unexpectedly, Hashimoto shook his head without hesitation and smiled faintly: "Miss Song, our Nippon Steel's requirement is to never give up the controlling rights. If you can't agree to the controlling rights, then there is no need to continue talking."

Warnia suddenly felt very passive.

She couldn't help but secretly think in her heart: "Now, on behalf of the Song family, I actively want to cooperate with Nippon Steel, so Nippon Steel directly squeezed my mentality and demanded a controlling stake, and it did not give in at all... ..If I continue to insist, then this matter may not be discussed..."

"If this time I return without success, then all the preparatory work I have done will be lost..."

Chapter 2048

"By the way, if I give up the controlling rights, it will be equivalent to giving up all autonomy. In the future, Nippon Steel will decide almost all the affairs of the company. Then the Song family will be too passive..."

Hashimoto Kinzaki saw her expression a bit tangled, and said with a smile: "Miss Song, this matter does not need to settle immediately without any hurry. You can go back and think about it first. Let's make an appointment tomorrow for a chat. What do you think?"

Warnia hesitated for a while, then nodded gently.

She is very clear that she has no initiative at all in this round of negotiations.

If continue to talk like this, they will only become more passive.

This is like buying things in a store. If the seller is anxious to make a move, the buyer will have more room for bargaining. For example, if the seller makes a price of 100, the buyer will directly say 20, and then you will sell if you sell. I go to another place to buy it, and then I can firmly seize the initiative.

However, if the seller's mentality is very stable, the buyer will say twenty, and the other party will directly say that you should go to another house. This will make the buyer lose the initiative.

According to normal logic, buyers can only add up a little bit until the price can satisfy the seller. The specific transaction depends on the seller's psychological price. It may be fifty or seventy-eight. Ten, even ninety.

However, the seller in front of Warnia was not prepared to make any concessions.

He gave Warnia a very tough attitude. You can only buy one hundred for this item, and one cent will not work. If you want to get 99, I'm sorry, then you can go to another house or go back and think about it.

Warnia has no room for mediation at this time. The only way is to suspend the negotiation first, slow down the rhythm, and continue to come and talk tomorrow.

So, she nodded and stood up and said, "Mr. Hashimoto, then both of us will consider it carefully. If it is convenient for you, I will come back tomorrow morning."

"No problem!" Hashimoto stood up with a smile, shook hands with Warnia, and said, "Miss Song, I will send you out."

After Warnia left Nippon Steel, she and her assistant got into the rented nanny car and rushed back to the hotel.

At the same time, she sent a message to the family's WeChat group in the car: "Nippon Steel must have a 51% controlling stake here. I will not give in. I give up the right of income to 55% and they are still unmoved. I have already come out of Nippon Steel. I will organize the negotiation points in the evening, and I will talk to them again tomorrow."

Mr. Song immediately sent a voice message: "Nippon Steel has always had a big appetite, but don't take them too seriously, because I learned some time ago that Nippon Steel's life is not easy now!"

Immediately afterward, the old man sent another voice: "Their group has successively engaged in several large investment projects in the past few years, but they have not done it properly and wasted a lot of funds, so their revenue this year is under great pressure. On the surface, it seems very calm, but deep down, they must also be eager to cooperate with us. It's nothing more than trying to put on the air and strive for more benefits."

Honor Song also sent a message: "Warnia, don't worry, look for their flaws, and then hold them, they will definitely compromise."

"Yeah." The old man said: "It is now February, and they will soon release last year's financial report. If the financial data is not good, not only shareholders will trouble them, but investors will also complain. In that case, their stock price is bound to fall. If they can

announce their cooperation with us before the financial report is released, it can also inspire the emotions of shareholders and investors.”

Warnia replied: “Okay, I will get ready after I get back to the hotel, and talk to them again tomorrow!”

At this moment, Hashimoto’s phone suddenly rang.

The caller ID indicated that the call was from Aurous Hill of the neighboring country.

Honor, at this time, was in his luxurious duplex apartment in the center of Aurous Hill, listening to the prompt tone on the phone with a wireless landline.

Hashimoto got on the phone first, and said with a smile, “Mr. Song is so fast. As soon as the lady left with her front foot, your call came from the back foot!”

Chapter 2049

At this time Honor, looking at the river outside the window, smiled faintly, and said: “Mr. Hashimoto, I also just heard my sister say that the cooperation negotiation with you does not seem to be going well.”

Hashimoto Kinzaki laughed and said, “She really thinks a little bit. She wants to cooperate with our Nippon Steel and also wants a 51% controlling stake. How is this possible? It is also cooperation. Mr. Song, you give me the terms. , Much better than her!”

Honor said with a smile: “Of course, women are too petty, so it is difficult to acclimate. As long as Mr. Hashimoto and I work together, I will give 51% of the shares to Nippon Steel by then. I will give nine more points to Mr. Hashimoto in private!”

Hashimoto Kinzaki said with some excitement: “Mr. Song is really magnificent! After such a toss, you only have 40% left in your hand!”

Honor said indifferently: “40% does not matter. I do this not to make money, but to make friends with Mr. Hashimoto.”

Hashimoto Kinzaki smiled and said, “Mr. Song is really too generous! But I want to know, what is the chance of our success in this matter?”

Honor said seriously: “As long as you have the ability to keep my sister in Tokyo, the chance of success in this event must be 100%!”

Hashimoto Kinzaki said: “Mr. Song, I’m not distrusting you, but I heard that before your sister inherited the seat of Song’s Patriarch, the Song’s Patriarch seems to have always been your grandfather. If I take your sister Staying in Tokyo, will you be able to be the head of the Song family?”

Honor sneered and said seriously: “My grandfather is old and has reached the age of being able to eat. Even if he wants to sit as the master of the home, he must have more than enough energy.”

Having said that, Honor said again: “And Mr. Hashimoto, don’t worry, since I have decided to do this, it is that I have no arrow back when I open the bow. Even if my own relatives stand in front of me, I will kill my relatives righteously! So, as long as you can cooperate with me, I will not let you down!”

Hashimoto slapped his lips first, and said with emotion: “Tsk-tsk...Mr. Song is really courageous and knowledgeable, but there is one thing, I must put the ugly words first.”

Honor hurriedly said, “Mr. Hashimoto, please speak.”

Hashimoto Kinzaki said word by word: “Mr. Song, I can help you solve your sister’s trouble, but after I help you solve the trouble, you must honor your promise to me, otherwise, the recording of the call may be transmitted to the Song family or even to the police in your country!”

Honor said without hesitation: “Mr. Hashimoto, please don’t worry about this. After the event is completed, I will definitely honor my promise to you 100%!”

Hashimoto Kinzaki smiled slightly: “In this case, Mr. Song will patiently wait for the good news!”

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The following day, the third day of the Lunar New Year.

Warnia rushed to the Nippon Steel Corporation early to continue negotiations with Hashimoto Kinzaki.

After going back yesterday, Warnia thought about it all night. In order to win Nippon Steel, she made several plans for emergencies.

After the two parties sat at the negotiating table, Warnia took the lead in coming up with her first plan.

In the first set of plans, she still insisted on a 51% controlling stake, but in return, she was willing to adjust the share ratio to 40% to 60% in the first five years of cooperation between the two parties.

In other words, give Nippon Steel 60% of the net profit in the first five years, and then adjust it to 55% after five years.

Chapter 2050

Hashimoto's attitude has changed slightly from yesterday.

He no longer rejected Warnia's proposal very simply as he did yesterday, but started Tai Chi with Warnia.

He made many things ambiguous, and neither agreed nor refused. This kind of hard and soft attitude made Warnia feel very helpless.

The two sides have been talking about the approaching evening from the morning. Warnia has adjusted the profit share to Nippon Steel for the first five years to 65%, but Hashimoto recently refused to agree.

Warnia really has no choice but to show her own cards, and said: "Mr. Hashimoto, it seems that both of us are unwilling to make concessions to each other on the issue of holdings. If it is not possible, you think this will work. 50% of the shares, under any circumstances, we guarantee that each other has 50% of the voting rights. All cooperation matters, we are equal. If our two sides can't make progress in the

cooperation, we will also follow the 50% to 50% method Distribute all remaining assets equally!”

Hashimoto Kinzaki frowned and sighed: “Miss Song, both parties hold 50% of the shares, which means that everyone has no initiative. If there is any dispute or disagreement in the future cooperation, how to resolve it? If not If a person can finally make a final decision, isn't it that you are caught in an infinite loop where you don't obey me and I don't obey you, but no one can help each other?”

Warnia said with a very serious expression: “Mr. Hashimoto, if both of us want to cooperate to the best of our ability, even if there are differences, I believe that everyone can calmly resolve them instead of trying to smash each other. Since we seek cooperation, we just want to do things well. If we don't even have this prerequisite, then cooperation will indeed be difficult to continue.”

After that, Warnia said again: “So if you really have the sincerity to cooperate with our Song Group, the equity of 50-50 will not be a problem, but if you do not have this sincerity, then cooperation may not be necessary. It can be pushed forward.”

Hashimoto Kinzaki said embarrassingly: “Ms. Song, there is a saying in your country that you call a villain first, then a gentleman. Since it is cooperation, it must take all the worst cases into consideration first, don't you think?”

Warnia said: “Mr. Hashimoto, the equity is 50%, and the income is still five points. This is the last limit of our Song Group. If you think you can cooperate, then we will continue to talk. If you think If we can't cooperate, then we can only say sorry, so it's up to you to continue the conversation.”

Hashimoto Kinzaki did not rush to express his opinion to Warnia. Instead, he looked at the time, with a weird smile on his face, and said, “Miss Song, it's too early now. Otherwise, on your terms, I and our director Let me give you long feedback. I will give you a definite answer at the earliest tonight and tomorrow at the latest. What do you think?”

Warnia hesitated for a while, and said, “Well then Mr. Hashimoto, I'll wait for your news!”

Having said that, she stood up, reached out to Hashimoto Kinzaki, and said politely: “Mr. Hashimoto, then we will go back to the hotel today. If there is any progress, please contact me as soon as possible.”

Hashimoto nodded first and smiled: “No problem, Miss Song, please rest assured to wait for my news.”

Warnia took her assistants and got up and left the office building of Nippon Steel.

When going out, Warnia felt very complicated.

Today, she has already revealed her final trump card, and she has no room for mediation anymore. If Nippon Steel’s senior management can’t agree, then she will return from Japan this time without success.

Upstairs of Nippon Steel.

Hashimoto Kinzaki watched Warnia’s commercial vehicle leave the parking lot downstairs, with a cruel smile on his lips, and picked up his mobile phone to make a call.

As soon as the phone call, he smiled and said, “Mr. Song, the lady has been driven mad by me. I think the time is ripe and we can do it tonight. After tonight, your cousin will completely disappear from this world!”

Honor’s voice came from the other side of the phone: “Haha, Mr. Hashimoto, then everything depends on you!”