



"Wolfgang Riedl"
 <Riedl@tlint.at>
 11.07.2006 10:35

To <Reijo.Niittynen@patria.fi>
 cc
 bcc
 Subject AW: SLO, CRO

TVP/21
 Riedl Kirjasto: 568
 Org. 2 in Jarkana
 vaatii 30% maksu
 ine...

Dear Reijo,
 thank you for your reply.

CRO: Concerning the offer by GD and SSF to participate in the capital of DDSV and the respective promises of GD to create jobs and to purchase components from DDSV, you can use the example of the GD purchase of Santa Barbara group/Spain, where exactly the same promises were made but until now (after 6 years) not fulfilled. If needed I can give you more details.

BJ wants to meet me on Friday this week. Can I negotiate with him a reasonable percentage for Macedonia? As Macedonia will be a direct descendant from CRO and you will need again a someone who directly handles BJ and b) good intelligence from inside SSF, can I assume that I shall be on board for Macedonia also? In that case, can I have a respective letter, so that I can prove to BJ and SSF that I am authorized to offer such percentage. This is urgent and should be easy.

SLO: if you calculate the cost of a 30% or 25% commission payment (30% of 7,5% = 2,25% counting an average financing term of 1 year at 4,5% p.a. interest results in overall cost for PATRIA of 0,1% of the contract value). My strong impression is that the organization behind really need this, and the negotiations would be smooth and much easier. Please consider this seriously.

SSF: it is believed that if SSF will not be successful in CRO, they will be in serious cash troubles in a year from now, because of Portugal. Also, they are about to dissolve the trading sales department, as GD still investigates the Thailand scandal.

BAFO I shall have the general attitude and details concerning the shortly.

Hungary: the Hungarians will be in my office at 11:00 today. I shall ask them about the August meeting.

Best regards

Wolfgang

T&L Group and RHG Riedl Handelsgesellschaft
 Dipl.Ing.H.Wolfgang Riedl
 President & CEO
 Riemergasse 14/33
 A- 1010 Vienna, Austria
 Tel: +43-1-513 8808
 Fax: +43 1 513 8808 88
 E-Mail: riedl@tlint.at

-----Ursprüngliche Nachricht-----

Von: Reijo.Niittynen@patria.fi [mailto:Reijo.Niittynen@patria.fi]
 Gesendet: Dienstag, 11. Juli 2006 06:56
 An: Wolfgang Riedl
 Betreff: Re: SLO, CRO

Opomba: Prevedeno iz finščine v nemščino (in nato v slovenščino)

Reijo
Niittynen/VEH/PATRIA

Za: Heikki Hulkkonen/VEH/PATRIA/@PATRIA
cc

16.07.2006 23:49

bcc
Zadeva: Slovenija in Wolfgang

Heikki, pozdravljen!

V zadnjih dveh tednih je Wolfgang nekajkrat precej vztrajno zahteval, da bi iz njegove pogodbe takoj, ko bi bila ta podpisana, od dodatka za uspešno posredovanje (success fee) plačali del v višini 30 % tega dodatka. Kot pravi W., je to zahteval/želel dr. Zagožen. Zadevo sem ustavil z utemeljitvijo, da iz pogodbe mogoče ne bomo dobili avansa; smo plačniki tako v projektu kot tudi, kar zadeva lobiranje, dokler ne pridejo pošiljke. Ta zahteva/želja odstopa tudi od prvotne pogodbe, po kateri se nakazila izvedejo takrat, ko bomo tudi mi prejeli naša plačila.

Po drugi strani pa je ev. prošnja dr. Z lahko prava, ker bodo naslednje leto volitve in ker je treba "nogometno moštvo" že strenirati. Če lahko obljubimo glede 30 %, bi to lahko bil tudi tisti faktor, ki bi olajšal pogajanje.

S finančnega vidika približno ocenjujem, da stroški plačila v višini 30 % znašajo približno 0,14 % vrednosti Patriine pogodbe, če domnevamo, da znašajo obresti 4,5 % in da obdobje financiranja traja 12 mesecev.

V ponedeljek, 17. 7., naj bi o tej zadevi zavzeli stališče, bomo pa o tem govorili še po telefonu.

Pozdrav, Reijo

Prevedeno pri finski centralni kriminalistični policiji.
Vantaa, 16. 12. 2008
Tarja Hyysti

Übersetzung aus dem Finnischen

Reijo
Niittynen/VEH/PATRIA

To Heikki Hulkkonen/VEH/PATRIA/@PATRIA
cc

16.07.2006 23:49

bcc
Subject Slo und Wolfgang

Hallo Heikki

In den letzten zwei Wochen hat Wolfgang ein paar Mal ziemlich stark das Ersuchen gestellt, dass wir aus seinem Vertrag aus der success fee einen Teil in Höhe von 30 % der fee gleich nach der Unterzeichnung des Vertrags zahlen würden. W zufolge kommt diese Forderung/dieser Wunsch von Dr. Zagozen. Ich habe die Angelegenheit gebremst mit der Begründung, dass wir vielleicht keine Vorauszahlungen aus dem Vertrag bekommen, wir sind die Zahler sowohl im Projekt als auch was die Lobbying-Tätigkeit betrifft, bis Lieferungen erfolgen. Diese Forderung/dieser Wunsch ist auch von dem ursprünglichen Vertrag abweichend, gemäß dem die Überweisungen dann durchgeführt werden, wenn auch wir unsere Zahlungen erhalten.

Andererseits: das eventuelle Ersuchen von Dr. Z kann echt sein, weil die Wahlen nächstes Jahr abgehalten werden und weil die "Fußballmannschaft" schon trainiert werden muss. Wenn wir ein Versprechen bezüglich der 30 % abgeben können, könnte es auch ein Faktor sein, wodurch die Vertragshandlungen erleichtert werden.

In finanzieller Hinsicht schätze ich grob, dass die Kosten einer Zahlung in Höhe von 30 % ungefähr 0,14 % des Werts des Vertrags der Patria ausmacht, wenn man vermutet, dass der Zins 4,5 % beträgt und die Finanzierungsperiode 12 Monate ist.

Am Montag dem 17.07. sollten wir Stellung zu dieser Angelegenheit nehmen, so telefonieren wir bezüglich dieser Angelegenheit.

Gruß Reijo

Übersetzt bei der finnischen Zentralkriminalpolizei
in Vantaa, den 16.12.2008, von

Tarja Hyysti

TVP/21 571
245.doc

Reijo
Niittynen/VEH/PATRIA
16.07.2006 23:49

To: Heikki Hukkonen/VEH/PATRIA@PATRIA
cc
bcc
Subject: Sloja Wolfgang

Monesta Heikki

Viimeisen kahden viikon aikana Wolfgang on patin oteeseen aika voimakkaasti nostanut esille pyynnön siitä, että hänen sopimuksestaan success fee:stä laittaisimme maksuun 30% teosvuodesta heti sopimuksen allekirjoittamisesta. Tämä vaade tulee on la noisin W:n mukaan Dr Zagorenilla. Olen toppuutellut asiaa sillä perusteella, että mikäli meillä ei tule ehkä lainkaan etumaksuja sopimuksesta, olemme maksumiehenä niin projektissa kuin edustuskanavassa, kunnes luovutuksia tulee. Toisekseen se poikkeaa alkuperäisestä sopimuksesta, jossa maksut lähtevät, kun meillekin maksetaan.

Toisaalta DR Zn mahdollinen pyyntö voi olla aito, koska vaali ovat ensi vuonna ja "futisjoukkueita" pitää jo harjoittaa. Jos pystymme antamaan lupauksen 30% suhteeseen se voi olla myös helpottava tekijä sopimuseuvottelujen suhteen.

Karkea arvaus 30% maksun kuluista rahoitusmielessä on luokkaa 0,14% Patrian sopimuksen arvosta, jos tehdään oletus 4,5 % korolla ja vuoden rahoitusajalla.

Meidän pitäisi ottaa tähän kantaa Maanantaina 17/07, jolloin soitellaan asiasta.

iv Reijo

ELEKTRONSKO SPOROČILO,

ki ga Riedl posreduje 17.7.2006 ob 11.36 uri Niittynenu

Zadeva: CRO, MAC, SLO

Dragi Reijo,

.....

SLO: Prejemam klic za klicem z zahtevami po pisni izjavi glede 30%. Mislim, da je stvar resna in bi stvari pospešila ter vam vse skupaj močno olajšala. Prosim, če odgovorite z da ali ne. Trenutno sem v Španiji in prejemam e-pošto zjutraj in zvečer, zato bi bil telefonski klic boljši.

.....

Prosim pokličite me takoj, ko boste prebrali zgornje.

Lep pozdrav,

Wolfgang



"Wolfgang Riedl"
<Riedl@tlint.at>

17-07-2006 11:36

To: <reijo.niittynen@patria.fi>

cc

bcc

Subject: CRO, MAC, SLO

246. doc (13)

TVP/21

Riedl Wolfgang:

valokuva valokuva

512 100k

30 %

Dear Reijo,
called you immediately after my meeting with BJ, but could not get through.

CRO: BJ reported that the president installed a Minister's Project Team, replacing the former 3 teams (MoD, Army, Technical). The Minister of Defence himself is chairing the team and BJ is one of the members. The first meeting will be this week.

When the team was announced in the newspapers, SSF and GD asked for a meeting with DD Holding. SSF, Malzacher, a GD guy and (remarkable) an executive from Santa Barbara were present holding a presentation mainly focusing on the GD participation in DDSV issue. The fact that Santa Barbara was represented also tells me that SSF wants SB to manufacture components for the project.

BJ says there is no danger, he has everything under control and he recommends actions by PATRIA in September or October.

The time schedule is now as follows: Request for BAFO.....September/October
Contract.....until end of 2006
2 BAFOS will be called for, one for the PLATFORM and another one (later) for the armament and mission kits

The agreement between President and PM still holds, to buy 102 units of 8x8 vehicles and about 30 units of 6x6, either from the same or from the other manufacturer.

~~SLO: I receive calls over calls to request a written statement concerning the 30%. I believe it is really serious and it would speed up things and make everything much easier for you. Please comment yes or no. I am presently in Spain and am retrieving my E-mail in the morning and at night, so a phone call would be better.~~

MAC: BJ agrees to work as our contact man to the MAC project leader and agrees to share with me. He does not want any direct contact with PATRIA any more, as a member of the new minister's team. It is simply too dangerous for him. But he feels comfortable to report through me, as we have a joint project in India involving his T 72 technology. Please issue the letter to me for MAC so that I can issue a document to him also. He will take care directly of the interest of the MAC side.

Please call me as soon as you have read the above.
Best regards

Wolfgang

T&L Group and RHG Riedl Handelsgesellschaft
Dipl.Ing.H.Wolfgang Riedl
President & CEO
Riemergasse 14/33
A- 1010 Vienna, Austria
Tel: +43-1-513 8808
Fax: +43 1 513 8808 88
E-Mail: riedl@tlint.at

ELEKTRONSKO SPOROČILO,

ki ga Riedl posreduje 27.7.2006 ob 21.26 uri Niittynen

Zadeva: CRO, SLO

247. doc 574

208. doc

GERBERTZ

Dragi Reijo,

2. SLO: Prosim, da naslednje vzameš zelo resno, mislim namreč, da sem vam vedno korektno svetoval. Zdi se, da je zadeva v zvezi 30% vnaprej plačane provizije zelo pomembna za organizacijo, ki stoji za dr. Z. Na to resno računajo. Čeprav ne bi mogli spremeniti odločitve o dodelitvi projekta (ampak kdo ve), pa bi lahko stvari zelo zaostriili med izvedbo projekta. Močno vam svetujem, da ne prevzamete tega tveganja. Poleg tega je glavni igralec na naši strani v SLO tudi naš glavni igralec v HRV. Če jim ne pomagamo v SLO, bo ta oseba oklevala glede podpore v (pomembni) končni fazi v HRV. Prosim, da svetuješ osebam, ki pri vas odločajo, da tukaj ne naredijo napake, ker bi bil res problem za vse nas, zlasti zato, ker se to lahko odobri brez stroška in tveganja za PATRIO. V SSF smo se s tem problemom že večkrat soočili. Pri LLOYDS (VB) smo vedno zavarovali 110% predplačila provizije kot pred-operativni strošek (oni zavarujejo 90%, zato pač najaviš 110%) v zameno za določeno plačilo. S tem so krita vsa politična in komercialna tveganja. V primeru, da PATRIA od stranke ne bi prejela predplačila, lahko od provizije odštejete strošek zavarovanja. Če imate kakršne koli dvome, vam lahko razloži dr. Walter Eigel. To je resnično standardni postopek. Še enkrat ponavljam, razmislite o tej varianti, saj se vam bo v obeh projektih povrnilo.

Do sedaj osebam, ki nas podpirajo, še nismo razkrili, da bi lahko prišlo do problema, a v naslednjih dneh moramo napisati pisno izjavo. Zato je to pomembno in nujno. Prosim te, da mi kar najhitreje odgovoriš.

V nadaljevanju še predlog, kako naj bi bilo pismo, ki bi ga iz Patrie posredovali Riedlu oz. RHG, sestavljeno.

Lep pozdrav,

Wolfgang



"Wolfgang Riedl"
 <Riedl@tint.at>
 27.07.2006 21:26

To: <reijo.niittynen@patria.fi>
 cc
 bcc
 Subject: CRO, SLO

247 oloc

Trp/21

575

Ricki Lempinen
 30% - maksu
 endain takaa
 2 in takaa org.

Dear Reijo,

I hope you found the 2 MEMOS interesting.

1. CRO: VWV just came back from Zagreb tonight and reported about his meeting with a) BJ and b) Presidednt M. and c) with former president S who's a major advisor of M: they want to accelerate the project and give the green light for the Request for BAFO already in August. The Steyr activities have not shown any results for them, the concept is firm as reported after my last meeting with BJ.

2. SLO: Please take the following very seriously. I think I have always advised you correctly. The matter of the 30% advanced commission payment seems to be very important for the organization behind Dr. Z. They are really counting with it. Although they might not reverse the decision on the project award (but who knows) they could make life very uneasy in the course of the project execution. I strongly advise against taking that risk. Also a major player on our side in SLO is also our major player in CRO. If we don't help them in SLO, that person will be very reluctant in the (important) final phase to support in CRO. Please advise your decision makers not to make a mistake here. It would be really a problem for all of us, especially as this can be granted without any cost and risk for PATRIA. At SSF, we had to face this problem many times before. We always insured 110 % of the pre payment of commission with LLOYDS of England as a pre-operational expense (they insure 90%, therefore you announce 110%) against a fixed fee. Then all political and commercial risks are covered. In case PATRIA does not get a down payment from the customer, you might deduct the cost of the insurance from the commission. If there is any uncertainty on your side, please let Dr. Walter Eigel explain. It is really standard procedure. Again, please strongly consider this as it will pay back in both projects.

Until now, we have not disclosed to the supporters that there might be a problem, but we have to make a written statement within the next days. So, it is important as well as urgent. Please come back to me soonest.

If you want I can make a wording similar to:

RHG Riedl Handelsgesellschaft mbH
 Riemergasse 14/33
 1010 Vienna
 Austria

Dear Mr Riedl,

With regards to our Consultancy Agreement for the Slovenian wheeled armoured vehicle project, dated....., we are hereby amending its terms to the following extent, without any further effect to the other stipulations:

1. We shall pay to you a down payment of the agreed commission payment in the amount equivalent to 30% (thirty per cent), payable to your indicated bank account within 10 bank days after coming into force of the Purchase Sale Contract with the Slovenian MoD.
2. The obligation as per 1. above shall only be executed upon insurance of PATRIA's related commercial risks. A respective insurance commitment shall be requested by PATRIA forthwith.
3. The cost of insurance coverage as per 2. above shall be borne by PATRIA in case PATRIA will receive from the customer a minimum 30% down payment on the contract price.
4. In case PATRIA does not receive a minimum of 30% down payment on the contract price, then the balance cost of insurance fees (for the percentage: 30%

commission down payment less down payment percentage received by PATRIA from the contract)) shall be discounted from your commission.

Please let me know PATRIA's decision at your earliest convenience.

Best regards

Wolfgang

T&L Group and RHG Riedl Handelsgesellschaft
Dipl.Ing.H.Wolfgang Riedl
President & CEO
Riemergasse 14/33
A- 1010 Vienna, Austria
Tel: +43-1-513 8808
Fax: +43 1 513 8808 88
E-Mail: riedl@tlint.at