

Chapter 5694

As far as the temperament and tone of the other party sitting there, it can't be fake.

This made him a little flattered all of a sudden, and he became restless.

Zhiyu's board secretary, Melisa, saw that Zayden was silent for a long time, so she tried to ask him:

"Mr. Lu, can you hear me?"

Zayden came back to his senses, and hurriedly said: "I heard you! Miss Melisa Zhang, right! Hello!"

Melisa nodded lightly, and said with a smile: "Mr. Lu, I won't talk too much with you,"

"Let's get straight to the point, the purpose of this time contacting you is that our President Su intends to acquire Zhicheng Group,"

"So I would like to ask Mr. Lu if he has any idea of selling it."

"If so, we can start discussing the specific acquisition matters directly."

This is something that Zayden never even dreamt of.

So he didn't dare to play hard to get, and said without hesitation:

"I have the idea of selling, it depends on what kind of quotation the Su Group can give us!"

Melisa smiled and said: "Since Mr. Lu has a sale intention, then let Mr. Su come to talk to you about the price in person."

"I will immediately invite Mr. Song to join the meeting. If you talk about the details, I will make the meeting minutes."

Zayden asked in surprise: "Mr. Su? Is it your chairperson? Is it?"

"That's right." Melisa smiled and said, "It's our chairperson, Ms. Zhiyu Su."

Zayden felt even more flattered in his heart.

How a small tea business, be favored by the head of the Su Family?

Just when he was so excited, Zhiyu connected to the video conference room.

As soon as she came in, she said politely: "Mr. Lu, I am Zhiyu Su, the chairperson of the Su Group."

Zayden's voice was trembling with excitement: "Su... Hello Miss Su... I have admired your name for a long time ..."

Zhiyu said with a smile: "Mr. Lu, you don't have to be so polite. Melisa should have already told you about the situation."

"I won't waste any more time. Let's get straight to the point. Let's directly negotiate a price today."

"If it is suitable, I will ask the lawyer team to audit it tomorrow, and we will sign the contract."

Zayden asked in surprise: "Su... Is Mr. Su in a hurry? Why sign the contract tomorrow?"

Zhiyu smiled and said, "To tell the truth, Mr. Lu, if the transaction of hundreds of millions of dollars is not done faster,"

"Then I am afraid that I will be very busy every day. Let's take advantage of the time before work."

"Hurry up and talk about your intentions, hurry up and push forward if you can, and not waste everyone's time if you can't."

Zhiyu lightly said a word and released several key messages to Zayden.

The first one is that the transaction is several hundred million yuan,

That is to say, her bid for Zhicheng Group will never exceed one billion yuan, which will directly cut off Zayden's desire to open his mouth

like a lion; To her, a company is like an ancient emperor reviewing an innocuous memorial.

It is too strong, so although she feels a little embarrassed, it is not a negative emotion.

However, he still asked curiously: "Miss Su, why would a company as big as the Su Group fall in love with a small company like ours?"

Zhiyu smiled and said: "Mr. Lu, there is no need to underestimate yourself. The size of a company is not the only criterion for measuring the value of a company."

"As for why the Su Group wants to acquire your Zhicheng Group, to be honest, it is mainly because my grandfather prefers Pu'er tea."

"Now Food safety issues frequently occur in the food industry. As a granddaughter, I want to buy a source company to ensure that he can drink the safest Pu-erh tea."

"It doesn't cost much anyway, so I'm sure about it."

Zayden was dumbfounded after hearing this, and thought to himself: "Dmn, this is the real rich family!"

"Someone likes to drink Pu-erh tea, so why the fuck would he accept a company that produces Pu-erh tea? Is your money brought by a strong wind?"

Then, he changed to another topic after thinking about the direction, he was instantly relieved.

"The assets of the Su family exceed one trillion yuan. Buying a Pu'er tea company with a few hundred million yuan is equivalent to tens of thousands of yuan for a person."

"Isn't it easy to buy a bottle of beverage for seven or eight yuan? Really want to drink Tea, even if it's only a hundred yuan, willing to spend seven or eight yuan!"

Thinking of this, he immediately complimented: "Miss Su is really filial! Our Zhicheng Group still has a lot of advantages in the field of Pu'er tea,"

"In Puer, we have a very large tea production base, which can ensure green and pollution-free planting methods."

Zhiyu smiled and said: "Indeed, I have sent several Pu'er tea experts these days to Yunnan. In the past few days, I have also contacted several companies of the same type, and my current idea is to hurry up and finalize one from these few candidates."

As she spoke, Zhiyu put away her smile and said seriously: "Mr. Lu, let's just talk about the price directly. What is your psychological price?"

Zayden thought for a while and said, "Miss Su, my psychological price is... one billion..."

Zayden said without feeling confident, but still relatively calm on the surface.

Zhiyu didn't watch Zayden in the video at all. When she heard the one billion quotation,

She just smiled slightly and said, "Mr. Lu, I have read your financial reports in the past few years and the approximate revenue in the past few years. I understand that the price of one billion is not too high, to be honest, but this price can only be used for financing, not for sale."

"If I just want 10% of your shares, valued at one billion and invested 100 million, I don't think it's too much, after all, you still have to continue to run the company,"

"And you have to ensure that the future development of the company is not lower than expected and sign a gambling agreement with me;"

At this point, Zhiyu changed the subject, and said: "However, What we are talking about now is a one-shot deal."

"I will buy all your assets in a package. You don't have to make any performance bets with me, and you don't have to worry about this company."

"In this case, you will report ten hundred million, I really take it for granted."

Zayden was a little embarrassed for a while, but he didn't expect that Zhiyu was young, but she was very experienced,

And although she was worth trillions, he was very shrewd, and she didn't have the feeling of being rich and lavish at all.

At this time, Zhiyu said again: "How about this, Mr. Lu, everyone's time is precious, you quote the price again if you are sincere, we will continue the meeting,"

"If you are not sincere, don't waste each other's time, I personally don't like it. The only thing you need is constant bargaining, which not only wastes time but also wastes emotion."

As soon as these words came out, Zayden suddenly panicked.

He felt that although he asked for one billion, it was a bit unkind, but after all, this is the logic of buying and selling.

The seller makes an offer and the buyer counter-offers. The price quoted by the seller is definitely unreasonable, and the price quoted by the buyer is definitely not reasonable either.

Everyone runs in with each other, keep making concessions, and finally find a compromise point that everyone can accept.

But he didn't expect that this young Zhiyu didn't like to play this traditional routine.

Zayden hesitated for a moment, gritted his teeth, and said:

"Miss Su, since you said so, I won't play tricks on you, how about this, I'll give you a 20% discount, 800 million, and Zhicheng Group belongs to you. It's really very sincere."

"Sincerity is not enough," Zhiyu said lightly, and immediately said without hesitation:

"How about this, Mr. Lu, I will only quote the price once, 700 million! The premise is that your Zhicheng Group will start closing the price from this second Account,"

"There must be no more expenses of a dime, and your legal team must also seal all official seals, and you must not sign any legal documents with any third-party companies except the Su Group,"

"And wait for my audit team to take over and start the audit:"

"If you think it's okay, I'll arrange for the finance to transfer 100 million intent money to your personal account now."

"We will complete an intent agreement online."

"Whoever repents will compensate the other party 100 million in cash;"

"But if you think this price is not suitable, then you don't have to bargain with me,"

"We will stop the negotiation directly, you find another buyer, and I find another company!"