



BEFORE THE  
COMPETITION COMMISSION OF PAKISTAN

FIRST PHASE REVIEW

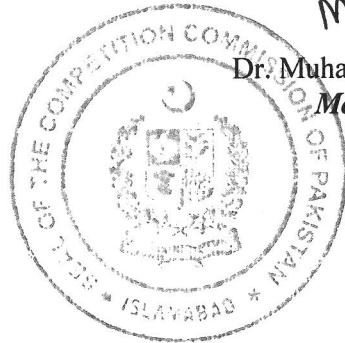
IN THE MATTER OF ACQUISITION OF SHAREHOLDING IN  
M/S PACKAGES LIMITED BY M/S IGI INVESTMENTS (PRIVATE) LIMITED

CASE: 948/Merger-CCP/18

Commission

Ms. Vadiyya S. Khalil  
*Chairperson*

Dr. Muhammad Saleem  
*Member*



## ORDER

1. On 23<sup>rd</sup> February 2018 the Competition Commission of Pakistan ("**Commission**") received a pre-merger application ("**Application**") of a proposed acquisition pursuant to Section 11 of the Competition Act, 2010 ("**Act**") read with Regulation 6 of the Competition (Merger Control) Regulations, 2016 ("**Merger Regulations**") through which M/s IGI Investments (Private) Limited ("**Acquirer**" or "**Applicant**") intends to acquire \_\_\_\_\_ shareholding in M/s Packages Limited ("**Target**") by way of share purchase. All the requisite information/documents pertaining to the application was completed by the applicant on March 08, 2018.
2. The Commission has examined the Application as well as all the documents attached therewith, the market scenario, and its observations on the basis of independent research/investigation in the relevant market. The Phase I competition assessment of the intended acquisition has resulted in the following findings:
  - i. The business activities of the undertakings concerned are:
    - a. For the Acquirer: Investing, acquiring, selling and holding of debt / equity securities.
    - b. For the Target: Production and sale of packaging materials and tissue products
  - ii. The proposed transaction is an acquisition of \_\_\_\_\_ shareholding in the Target by the Acquirer. Currently, only the Target is engaged in the relevant product markets of "**Folding Cartons**", "**Flexible Packaging**" and "**Tissue Business**" having a geographic market identified as of "**Pakistan**".
  - iii. At present, the Acquirer holds \_\_\_\_\_% shares of the Target and post-transaction, this shareholding will increase up to \_\_\_\_\_%. The Target has a market share of \_\_\_\_\_ in Folding Cartons segment, \_\_\_\_\_ in Flexible Packaging segment and a \_\_\_\_\_ share in Tissue Business. Post-transaction, the market share of Packages Limited will remain unchanged.
  - iv. The transaction is not likely to result in the creation or strengthening of a dominant position in the relevant market. The intended merger does not meet the presumption of dominance as determined under Section (2) (1) (e) read with Section 3 of the Competition Act 2010 ("**Act**").
3. In conclusion, the proposed transaction is not likely to substantially lessen competition through the creation or strengthening of a dominant position in the relevant market. The proposed transaction is hereby authorized under Section 31 (1) (d) (i) of the Act.
4. It is so ordered.



(Vadiyya S. Khalil)  
*Chairperson*



(Dr. Muhammad Saleem)  
*Member*

Islamabad the 19<sup>th</sup> March, 2018.

