



BEFORE THE
COMPETITION COMMISSION OF PAKISTAN

FIRST PHASE REVIEW

IN THE MATTER OF ACQUISITION % ISSUED SHAREHOLDING IN M/S.
SHARP TELECOM (PVT.) LIMITED BY M/S. HB INTERNATIONAL INVESTMENTS
LIMITED

CASE: 998/Mergers-CCP/18

Commission

Ms. Vadiyya Khalil

Chairperson

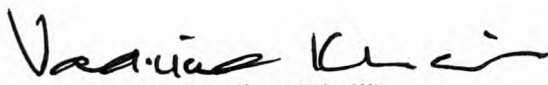



Dr. Shahzad Ansar

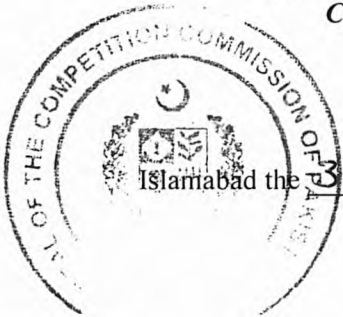
Member

ORDER

1. The Competition Commission of Pakistan ("**Commission**") is in receipt of a pre-merger application ("**Application**"), dated 7th November 2018, sent by M/s. HB International Investments Limited ("**HBIL**" or "**Acquirer**") notifying the Commission of its acquisition of % issued shareholding in M/s. Sharp Telecom (Pvt.) Limited ("**Sharp**" or "**Target**"), pursuant to Section 11 of the Competition Act, 2010 ("**Act**") read with Regulation 6 of the Competition (Merger Control) Regulations, 2016 ("**Merger Regulations**").
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 concerned parties are:
 - a. For the Acquirer: Broadband Telecommunication Services.
 - b. For the Target: Broadband Telecommunication Services.
 - ii. As per the Application, HBIL intends to acquire % of the issued shareholding in Sharp. The consideration for this acquisition is ~~PKR~~ million (PKR), which is the transaction value in this case.
 - iii. The relevant product market in this case has been identified as that of the provision of Broadband telecommunication services, while the relevant geographic market is Pakistan. This is a horizontal acquisition, as both the Acquirer and Target are active in the same relevant market. At present, the market shares of the Acquirer and Target are % and % respectively. The combined market share of the Acquirer and Target, post-transaction, will be %.
 - iv. The transaction is not likely to result in the creation or strengthening of dominant position in the relevant market. The intended acquisition does not meet the presumption of dominance as determined under Section (2) (1) (e) read with Section 3 of the Act.
3. In conclusion, the proposed transaction is unlikely 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.


(Ms. Vadiyya Khalil)
Chairperson


(Dr. Shahzad Ansari)
Member



Islamabad the 30th November 2018