



**BEFORE THE  
COMPETITION COMMISSION OF PAKISTAN**

**FIRST PHASE REVIEW**

**ACQUISITION OF % SHAREHOLDING OF M/S. UNIVERSAL NETWORK SYSTEMS  
LIMITED BY M/S. ABHI PRIVATE LIMITED**

**CASE: 1364/Merger-CCP/23**

Commission



**Rahat Kaunain Hassan  
Chairperson**

## ORDER

1. On April 05, 2023, Competition Commission of Pakistan (“**Commission**”) received a pre-merger application (“**Application**”) of a proposed acquisition under Section 11 of the Competition Act, 2010 (“**Act**”) read with Regulation 6 of the Competition (Merger Control) Regulations, 2016 (“**Merger Regulations**”) whereby M/s. Abhi Private Limited (“**Acquirer**”) intends to acquire % shareholding of M/s. Universal Network Systems Limited (“**Target**”).
2. The Commission has examined the Application as well as all the documents attached therewith and the information provided by the concerned undertaking(s). The Phase I competition assessment of the intended transaction has revealed the following facts:

- i. The business activities of the undertakings concerned are:
  - a. The Acquirer: M/s. Abhi Private Limited (“**Abhi**”) was established under the Companies Act, 2017, in Pakistan on April 20, 2021. Abhi is dedicated to providing a range of services in the field of data processing, computer center establishment and management, software development, and consultancy.
  - b. The Target: M/s. Universal Network Systems Limited (“**Universal**”) was established in Pakistan as a private limited company on 12 December 2005 under the Companies Ordinance, 1984 (now Companies Act, 2017). In 2021, Universal was converted to a Public Limited company under the Companies Act, 2017, and subsequently listed on the Pakistan Stock Exchange Limited.  
Universal specializes in the provision of cargo-related services, serving as a cargo forwarder and offering both domestic and international courier and allied services to its clientele.
- ii. The proposed transaction entails the acquisition of % shareholding in Target, with the total value of the consideration estimated to be Rs.
- iii. In this case, the relevant product market has been identified as "**Courier Services**," while the relevant geographic market is limited to Pakistan.
- iv. Based on the application, it has been determined that Universal holds a market share of % in the relevant product market. However, its competitors, namely TCS, M&P, and Leopards, hold market shares of %, %, and %, respectively, in the same market.
- v. The merger parties do not operate in any overlapping upstream or downstream markets that are directly related to each other's business activities. Therefore, following the completion of the transaction, the market position of the merged entities is not expected to undergo any significant changes. Hence, the proposed merger is unlikely to have any substantial impact on competition in the relevant market.

The proposed transaction does not meet the presumption of dominance as determined under Section 23(e) read with Section 3 of the Act. Hence, it is hereby authorized under Section 23(d) of the Act.



4. In the subject transaction, matters which may fall outside the scope of the Commission's purview remain subject to the applicable laws.
5. It is so ordered.



(Ms. Rahat Kaunain Hassan)

**Chairperson**



Islamabad the 18<sup>th</sup> APRIL, 2023.