



BEFORE THE  
COMPETITION COMMISSION OF PAKISTAN

FIRST PHASE REVIEW

IN THE MATTER OF ACQUISITION OF :           ORDINARY SHARES IN M/S.  
INTEGRATION XPERTS (PVT.) LIMITED BY M/S. SHIRAZI INVESTMENTS  
(PVT.) LIMITED

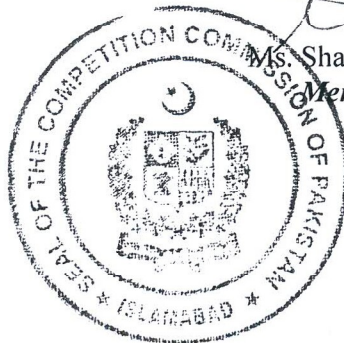
CASE: 1117/Merger-CCP/20

Commission

ML.  
Mr. Mujtaba Ahmad Lodhi  
*Member*

*Signature*


Ms. Shaista Bano  
*Member*

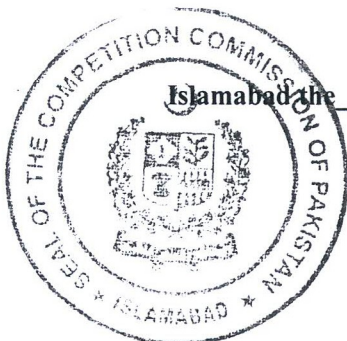


## ORDER

1. The Competition Commission of Pakistan ("**Commission**") is in receipt of a pre-merger application ("**Application**") sent by M/s. Integration Xperts (Pvt.) Limited ("**IX**" or "**Target**") notifying the Commission of the acquisition of \_\_\_\_\_ ordinary shares (*representing a \_\_\_\_\_ % equity stake*) by M/s. Shirazi Investments (Pvt.) Limited ("**SIL**" or "**Acquirer**") in IX, pursuant to Section 11 of the Competition Act, 2010 ("**Act**") read with Regulation 6 of the Competition (Merger Control) Regulations, 2016 ("**Merger Regulations**"). All the requisite information/documentation pertaining to the application was completed by the applicant on 18<sup>th</sup> November, 2020.
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 transaction has resulted in the following findings:
  - i. The business activities of the undertakings concerned are:
    - a. For the Acquirer: Holding Company.
    - b. For the Target: Provision of Software Solutions.
  - ii. As per the Application, SIL intends to acquire \_\_\_\_\_ ordinary shares (representing a \_\_\_\_\_ equity stake) in IX on a post share issuance basis. The consideration for this transaction is approximately PKR \_\_\_\_\_, which is the transaction value in this case.
  - iii. The relevant product market is the provision of "**Software Solutions**", while the relevant geographic market is "**Pakistan**".
  - iv. IX's market shares are as follows: (a) Grid Station Power Management & Monitoring Software: \_\_\_\_\_ %, (b) Street Lights Power Management & Monitoring Software: \_\_\_\_\_ %, (c) Fleet Management Systems: \_\_\_\_\_ %, (d) Textile Defect Detection Analytics Software: 0.0%, (e) News Reader & Analytics Software: \_\_\_\_\_ %, (f) In-store Analytics Software: \_\_\_\_\_ %, and (g) Cloud & Other Implementation Managed Services: \_\_\_\_\_ %. These will remain unchanged post-transaction, as SIL is not active in the relevant product market.
  - v. 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, this transaction does not meet the presumption of dominance as defined under Section 2 (1) (e) of the Act. The proposed transaction is hereby authorized under Section 31 (1) (d) (i) of the Act.
4. It is so ordered.

  
(Mr. Mujtaba Ahmad Lodhi)  
**Member**

  
(Ms. Shaista Bano)  
**Member**



Islamabad the November 30, 2020.