"CCP Hearing on PTCL-Telenor Merger Continues"



Competition concerns emerge in PTCL's bid for Telenor

Wateen Telecom and Jazz Telecom voiced strong opposition to the proposed acquisition of Telenor Pakistan by PTCL and its merger with Ufone during a Competition Commission of Pakistan (CCP) hearing on Wednesday.

The Phase II Merger Review of PTCL's planned acquisition of 100 per cent shareholding in Telenor Pakistan and Orion Towers Private Limited is currently underway. The hearing was conducted by CCP Chairman Dr Kabir Ahmed Sidhu, with members Salman Amin and Abdul Rashid Sheikh also in attendance.

The PTCL said in December that it had signed a share purchase agreement with Telenor Pakistan to buy all its shares based on an enterprise value of Rs108 billion (\$380 million). The deal, structured on a cashfree, debt-free basis, is subject to regulatory approvals and customary closing conditions.

The development came as the Norway-based Telenor group has been restructuring its Asian businesses, building bigger units in Thailand and Malaysia via local mergers.

PTCL defends acquisition, highlights its potential to bring about efficiency, economies of scale

During Wednesday's hearing, Mian Samiud Din, counsel for Wateen Telecom, expressed concerns over PTCL's dominant role as a wholesale supplier of several backhaul services for cellular mobile operators (CMOs), including Long Distance and International (LDI) services.

He highlighted that PTCL had recently shifted the LDI service for Ufone from Wateen in Balochistan. He warned that following the merger, PTCL might monopolise all LDI business currently held by Telenor.

The CCP was informed that while there are around 20 LDI companies operating in Pakistan, PTCL already commands a 48pc market share. Mr Sami cautioned that PTCL's position as a dominant player could potentially lead to the foreclosure of its competitors in the LDI business. He emphasised the need to consider all aspects of competition that may be affected by the merger.

Meanwhile, Khalid Ibrahim, the counsel for Jazz Telecom, argued that PTCL's acquisition of Telenor would give it a dominant position in the market and urged the CCP to impose both pre-merger and post-merger conditions to safeguard competition.

https://www.dawn.com/news/1862749/competition-concerns-emerge-in-ptcls-bid-for-telenor

Business Recorder

Hearing held by CCP on M&A case: Wateen and Jazz advance their arguments

Wateen Telecom Ltd and Jazz telecom presented legal arguments against the acquisition of Telenor Pakistan and its merger with the Ufone at the hearing held here by the Competition Commission of Pakistan (CCP).

As the Phase II Merger Review of PTCL's proposed acquisition of 100 percent shareholding in Telenor Pakistan and Orion Towers Private Limited continued on Wednesday.

The hearing was conducted by CCP Chairman, Dr. Kabir Ahmed Sidhu, with the presence of members Salman Amin and Abdul Rashid Sheikh.

PTCL-Telenor acquisition: CCP holds first phase-II merger review hearing

Mian Sami-ud-Din, counsel for Wateen Telecom presenting his case said that PTCL was the wholesale supplier of several backhaul services for the cellular mobile operators (CMOs) including the LDI service.

However, like some previous practice the PTCL has shifted the LDI service for Ufone from Wateen, in Balochistan, and after the proposed merger the PTCL will eventually snatch all the LDI businesses currently held with Telenor.

The CCP hearing was informed that there were around 20 LDI companies operating in the country but the PTCL already had around 48 percent LDI market share, and the dominant player can foreclose its rivals in LDI business.

He emphasised the need to consider all aspects of competition that may be affected by the merger.

A leading telecom operator Wednesday raised concern with the Competition Commission of Pakistan (CCP) that the PTCL's acquisition of Telenor could give it a dominant position in the market.

The telecom operator also recommended the CCP that the PTCL should be mandated to provide wholesale, non-discriminatory access to other operators, along with fair terms for active infrastructure, fiber, and spectrum sharing and trading, CCP was further informed on Wednesday.

During the proceedings of Phase-II Merger Review held at the CCP, Jazz Telecom's counsel Khalid Ibrahim argued that PTCL's acquisition of Telenor could give it a dominant position in the market. Therefore, the Commission should impose both pre-merger and post-merger conditions. These conditions could include

requiring the merged entities to allow other mobile operators to roam on their network under mutually negotiated terms.

The Competition Commission of Pakistan (CCP) is actively progressing with the Phase II Merger Review of PTCL's proposed acquisition of 100 percent shareholding in Telenor Pakistan (Private) Limited (TP) and Orion Towers Private Limited (OT). The hearing was conducted by CCP Chairman, Dr. Kabir Ahmed Sidhu, with the presence of members Mr. Salman Amin and Mr. Abdul Rashid Sheikh.

https://www.brecorder.com/news/40325242/hearing-held-by-ccp-on-ma-case-wateen-and-jazz-advance-their-arguments

The News

CCP continues hearing on PTCL-Telenor merger, evaluates market implications

The Competition Commission of Pakistan (CCP) is progressing with its Phase II merger review of Pakistan Telecommunication Company Limited's (PTCL) proposed acquisition of 100 per cent shareholding in Telenor Pakistan (Private) Limited (TP) and Orion Towers Private Limited (OT).

The hearing was chaired by CCP Chairman Dr Kabir Ahmed Sidhu, alongside members Salman Amin and Abdul Rashid Sheikh. During the proceedings, Mian Sami-ud-Din, a partner at BNR counsel representing Wateen Telecom Limited, urged the commission to thoroughly assess the competition dynamics within sub-markets such as indefeasible right of use (IRU), tower co-location, and fiberization of towers. He emphasized the importance of considering all aspects of competition that could be impacted by the merger.

In contrast, Jazz Telecom's counsel, Khalid Ibrahim, argued that PTCL's acquisition of Telenor could enable it to gain a dominant position in the market. He called for the commission to impose both pre- and post-merger conditions.

https://www.thenews.com.pk/print/1236164-ccp-continues-hearing-on-ptcl-telenor-merger-evaluates-market-implications

The Nation

CCP actively progressing with phase II merger review

The Competition Commission of Pakistan (CCP) is actively progressing with the Phase II Merger Review of PTCL's proposed acquisition of 100 percent shareholding in Telenor Pakistan (Private) Limited (TP) and Orion Towers Private Limited (OT). The hearing was conducted by CCP Chairman, Dr Kabir Ahmed Sidhu, with the presence of members Salman Amin and Abdul Rashid Sheikh.

During the proceedings, Mian Sami-ud-Din, partner BNR counsel for Wateen Telecom Limited, presented his submissions, urging the Commission to assess competition dynamics within the sub-markets (Indefeasible Right of Use (IRU), Tower colocation and fiberization of towers) of the telecom sector. He emphasized the need to consider all aspects of competition that may be affected by the merger.

Jazz Telecom's counsel Khalid Ibrahim argued that PTCL's acquisition of Telenor could give it a dominant position in the market. Therefore, the Commission should impose both pre-merger and post-merger conditions. These conditions could include requiring the merged entities to allow other mobile operators to roam on their network under mutually negotiated terms. Additionally, PTCL should be mandated to provide wholesale, non-discriminatory access to other operators, along with fair terms for active infrastructure, fiber, and spectrum sharing and trading.

On the other hand, PTCL's legal representatives emphasized the merger's potential to bring efficiency, economies of scale and drive advancements towards a Digital Pakistan by transforming the IT ecosystem. PTCL was represented by Senior Counsel Ms Rahat Kaunain Hassan and Mustafa Munir Ahmed, partner at Legal Oracles. The bench raised pertinent questions to the representatives of PTCL, Wateen Telecom, and the Pakistan Telecommunication Authority (PTA), seeking further clarity on the potential impact of the merger and to highlight relevant statutory regulations. The CCP has also requested additional data and information from PTCL and Telenor to assist the bench in its Phase II Merger Review. The hearing will resume for its third day tomorrow, Thursday, October 3, 2024. Given the complexity of the market structure involved, CCP remains committed to ensuring that the merger results in positive outcomes for Pakistan's telecom market while addressing concerns from all relevant stakeholders.

https://www.nation.com.pk/03-Oct-2024/ccp-actively-progressing-with-phase-ii-merger-review

ProPakistani

Jazz Raises Concerns During CCP Hearing on PTCL-Telenor Merger

The hearing was conducted by CCP Chairman, Dr Kabir Ahmed Sidhu, with the presence of members Salman Amin and Abdul Rashid Sheikh, CCP said in a press release.

Jazz Telecom's counsel Khalid Ibrahim argued that PTCL's acquisition of Telenor could give it a dominant position in the market. Therefore, the Commission should impose both pre-merger and post-merger conditions. These conditions could include requiring the merged entities to allow other mobile operators to roam on their network under mutually negotiated terms. Additionally, PTCL should be mandated to provide wholesale, non-discriminatory access to other operators, along with fair terms for active infrastructure, fibre, and spectrum sharing and trading.

During the proceedings, Mian Sami-ud-Din, counsel for Wateen Telecom Limited, presented his submissions, urging the Commission to assess competition dynamics within the sub-markets (Indefeasible Right of Use (IRU), Tower colocation and fiberization of towers) of the telecom sector. He emphasized the need to consider all aspects of competition that may be affected by the merger.

On the other hand, PTCL's legal representatives emphasized the merger's potential to bring efficiency, economies of scale and drive advancements towards a Digital Pakistan by transforming the IT ecosystem. PTCL was represented by Senior Counsel Rahat Kaunain Hassan and Mustafa Munir Ahmed, partner at Legal Oracles.

The bench raised pertinent questions to the representatives of PTCL, Wateen Telecom, and the Pakistan Telecommunication Authority (PTA), seeking further clarity on the potential impact of the merger and to highlight relevant statutory regulations.

The CCP has also requested additional data and information from PTCL and Telenor to assist the bench in its Phase II Merger Review. The hearing will resume for its third day tomorrow (Thursday).

https://propakistani.pk/2024/10/02/jazz-raises-concerns-during-ccp-hearing-on-ptcl-telenor-merger/

Mettis Global

CCP hearing on PTCL-Telenor merger continues

The Competition Commission of Pakistan (CCP) is actively progressing with the Phase II Merger Review of PTCL's proposed acquisition of 100% shareholding in Telenor Pakistan (Private) Limited (TP) and Orion Towers Private Limited (OT).

The hearing was conducted by CCP Chairman, Kabir Ahmed Sidhu, with the presence of members Salman Amin, and Abdul Rashid Sheikh, said a press release.

During the proceedings, Mian Sami-ud-Din, partner BNR counsel for Wateen Telecom Limited, presented his submissions, urging the Commission to assess competition dynamics within the sub-markets (Indefeasible Right of Use (IRU), Tower colocation and fiberization of towers) of the telecom sector.

He emphasized the need to consider all aspects of competition that may be affected by the merger.

Jazz Telecom's counsel Khalid Ibrahim argued that PTCL's acquisition of Telenor could give it a dominant position in the market.

Therefore, the Commission should impose both pre-merger and post-merger conditions.

These conditions could include requiring the merged entities to allow other mobile operators to roam on their network under mutually negotiated terms.

Additionally, PTCL should be mandated to provide wholesale, non-discriminatory access to other operators, along with fair terms for active infrastructure, fiber, and spectrum sharing and trading.

On the other hand, PTCL's legal representatives emphasized the merger's potential to bring efficiency, economies of scale and drive advancements towards a Digital Pakistan by transforming the IT ecosystem.

PTCL was represented by Senior Counsel Ms. Rahat Kaunain Hassan and Mustafa Munir Ahmed, partner at Legal Oracles.

The bench raised pertinent questions to the representatives of PTCL, Wateen Telecom, and the Pakistan Telecommunication Authority (PTA), seeking further clarity on the potential impact of the merger and to highlight relevant statutory regulations.

The CCP has also requested additional data and information from PTCL and Telenor to assist the bench in its Phase II Merger Review.

The hearing will resume for its third day tomorrow, Thursday, October 03, 2024.

Given the complexity of the market structure involved, CCP remains committed to ensuring that the merger results in positive outcomes for Pakistan's telecom market while addressing concerns from all relevant stakeholders.

https://mettisglobal.news/ccp-hearing-on-ptcl-telenor-merger-continues/#:~:text=October%2002%2C%202024%20(MLN)%3A,Towers%20Private%20Limited%20(OT).

Associated Press of Pakistan

CCP hearing on PTCL-Telenor merger continues

The Competition Commission of Pakistan (CCP) is actively progressing with the Phase II Merger Review of PTCL's proposed acquisition of 100 percent shareholding in Telenor Pakistan (Private) Limited (TP) and Orion Towers Private Limited (OT).

The hearing was conducted by CCP Chairman, Dr. Kabir Ahmed Sidhu, with the presence of members Salman Amin and Abdul Rashid Sheikh, said a press release issued on Wednesday.

During the proceedings, Mian Sami-ud-Din, partner BNR counsel for Wateen Telecom Limited, presented his submissions, urging the Commission to assess competition dynamics within the sub-markets (Indefeasible Right of Use (IRU), Tower colocation and fiberization of towers) of the telecom sector.

He emphasized the need to consider all aspects of competition that may be affected by the merger.

Jazz Telecom's counsel Khalid Ibrahim argued that PTCL's acquisition of Telenor could give it a dominant position in the market. Therefore, the Commission should impose both pre-merger and post-merger conditions.

These conditions could include requiring the merged entities to allow other mobile operators to roam on their network under mutually negotiated terms. Additionally, PTCL should be mandated to provide wholesale, non-discriminatory access to other operators, along with fair terms for active infrastructure, fibre, and spectrum sharing and trading.

https://www.app.com.pk/business/ccp-hearing-on-ptcl-telenor-merger-continues/

The Diplomatic Sight

Jazz Seeks Conditions on PTCL Merger

The Competition Commission of Pakistan (CCP) is moving forward with its Phase II Merger Review of Pakistan Telecommunication Company Limited's (PTCL) proposed acquisition of 100% shareholding in Telenor Pakistan (Private) Limited (TP) and Orion Tower Private Limited (OT).

The ongoing review aimed at assessing the merger's potential impact on market competition.

The hearing was chaired by CCP Chairman Dr. Kabir Ahmed Sidhu with members Salman Amin and Abdul Rashid Sheikh present.

In the hearing, Mian Sami-ud-Din represented Wateen Telecom. He raised concerns about the merger's potential impact on competition in key sub-markets. It includes tower co-location, fabrication, and the sale of the Indefeasible Right of Use (IRU).

He argued the Commission should ensure that all aspects of competition, particularly in these submarkets, are carefully examined before making any decision.

Jazz Telecom represented by counsel Khalid Ibrahim. He voiced concerns over PTCL potentially gaining a dominant position in the market.

He proposed that both pre- and post-merger conditions be applied, including ensuring that PTCL allows other mobile operators to roam on its network under fair and negotiated terms.

Additionally, Jazz recommended that PTCL offers non-discriminatory access to its infrastructure, fiber networks, and spectrum on transport terms to avoid market imbalance.

On the other hand, PTCL's legal team, led by senior counsel Rahat Kaunain Hassan defended the merger's merits.

She stated that it would lead to fostered efficiency, and economies of scale. This contributes to the government's Digital Pakistan initiative by transforming the IT and telecom ecosystem.

The CCP raised pertinent questions to all parties, including the Pakistan Telecommunication Authority (PTA), to clarify key issues related to market competition, regulatory compliance, and potential impacts on consumers.

The Commission also requested additional data from PTCL and Telenor to assist in its evaluation of the merger.

The hearing will continue today as the CCP progresses its review of this significant acquisition that could reshape Pakistan's telecom landscape.

https://thediplomaticinsight.com/jazz-seeks-conditions-on-ptcl-merger/



کمپٹیشن کمیشن میں ہی ٹی سی ایل اورٹیلی نار کے مرجر کی درخواست پر

سماعت جارى

19:25 اكتوبر 2بده

و *اسلام آباد (أردو پوائنٹ اخبارتازه ترین - آن لائن۔ 02 اکتوبر 2024ء) کمپٹیشن کمیشن

پاکستان (پرائیویٹ) پاکستان ٹیلی کمیونیکیشن لمٹیڈ (پی ٹی سی ایل) کی جانب سے ٹیلی نار پاکستان میں آف اوریئن ٹاورز پرائیویٹ لمیٹڈ کے 100فیصد شیئر ہولڈنگ کے حصول اور 'کمپنی لمیٹڈ اور اس کی ذیلی سماعت کمپٹیشن کمیشن میں دونوں کمپنیوں کے انضمام کی درخواست کے دوسرے مرحلے کے جائزہ کی دوسرے روز بھی جاری رہی۔

ممبر سلمان امین اور عبد الرشید شیخ پر مشتمل بینج نے کی وطین سدھو، ڈاکٹر کبیر احمد سماعت چیئرمین ٹیلی کام لمیٹڈ کے وکیل میاں سمیع الدین نے کمیشن کو دلائل پیش کرتے ہوئے کہا کہ کمیشن کو ٹیلی کام سیکٹر کی ذیلی مارکیٹوں پر اس مرجو کے اثرات کا بھی جائزہ لینا چاہیے۔ جاز ٹیلی کام کے وکیل خالد ابر اہیم نے دلائل دیتے ہوئے کہا کہ ٹیلی نار کا حصول پی ٹی سی ایل کو مارکیٹ میں بالادست پوزیشن بنا سکتا ہے کمپنی ہر مرجر کی منظوری سے پہلے اور پوسٹ مرجر لہذا کمیشن کو مجوزہ مرجر کی منظور دیتے ہوئے شرائط عائد کرنی چاہئیں۔

https://www.urdupoint.com/daily/livenews/2024-10-02/news-4176770.html





کپیش کمیش میں پی ٹی سی ایل اور ٹیلی نار کے مرجر کی درخواست پر

ساعت جاري

اسلام آباد (ناسراگار ضومی) لپیشن پیشن آف پاکستان شی پاکستان شیلی پیشیدش که لیڈ) پی ٹی تی ایل (کی جانب نے ٹیل نار پاکستان) پرائوے ف ایل نے 100 فیصر شیخ بودادی سے صول اور لیڈ نے 100 فیصر شیخ بودادی سے دوسر سے دونوں کپیٹین کے انتہا می درخواست کے دوسر سے مرسلے کے جائزہ کی ساحت کپیشن کیشن میں مرسلے کے جائزہ کی ساحت کپیشن کیشن میش مرسلے کے جائزہ کی ساحت کپیشن کیشن میشن کبیر احد سرحو، مجرسلمان ایس اور عبد الرشید شیخ میس سیخ الدین نے کیشن کو دائل پیش کرتے موس کہا کہ کیشن کو شیل کام لیڈ کے ویک اس مرجو کے اور اس کا کام سیکری ڈیلی مار کیشوں پر میان مرجو کے آثرات کا بھی جائزہ لیا ویک الک دیش ہوتے کہا کہ شیل خالد ابدائیم نے دائل دیے ہوتے کہا کہ شیل خالد ابدائیم نے دائل دیے

اعت جاری 99

کا حسول لی فی کا ایل کو ادکیت بیل بالادست پوزیشن بیا الادست پوزیشن بیا الادست پوزیشن بیا الادست بوزیشن بیا الادست مرجر شرا کلا بیشتی بر مرجر کر مختلال بیا بیشتی بیر مرجر شرا کلا ما بیشتی بیر مرجر شرا کلا بیا بیندگیا بیابی تکر مرجر کر بعد و این بیندگیا بیابی تحقیق کی اجازت دے جس کے لئے کم بینیال باہمی قدا کرات سے شرا اکلا وضوابط لے کی مینیال باہمی قدا کرات سے شرا اکلا وضوابط لے کی بیاب



PTCL، ٹیلی نار کمپنیوں کے انضام کی درخواست کی ساعت

ىددونول كىپنيول كا 0 0 <u>1 ف</u>صدشيئر ہولڈنگ<u></u> كاحصول

ياكتان من ياكتان على كيونكيش لميند (في في ي المائز كبير احد سدهو بمبرسلمان امن اورعبد الرشيد شخ ایل) کی جانب نے نیلی نار پاکتان (برائویٹ) پر مشتل نانے نے کی وظین نیلی کام لمینڈ کے ویکل لميند اوراس كى ذيل مين اورين اورزيرائيويك ميال سمق الدين في كيش كو والل چيش كرت لمين ك 100 فيمد شير بولدنگ ك صول اور بوئ كباككيش كونيل كاميكرى ولى ماركيول پر دوول كمپنيل ك انفام كى دوفوات ك ال مرجوك الرات كالجمي جائز وليما چاہے - جاز دومرے مرحلے کے جائزہ کی ماعت کیشش کیشن کیش کیل کام کے وکیل خالد (باتی صفحہ 5 اللہ تبر 4)

اسلام آباد (اوصاف نیوز) کمپیشش کمیش آف | می دومرے روز بھی جاری رہی۔ ساعت چیز مین

ابرائیم نے دلائل دیتے ہوئے کہا کہ تیلی نار کاحصول لى فى ى ايل كوماركيث من بالادست يوزيش بناسكا ب لہذا کمیشن کو بجوز ومر جرکی منظور دے ہوئے کمپنی برمرجر کی منظوری سے پہلے اور پوسٹ مرجر شراکط عائد كرنى جائيس- لي في ي ايل كو يابند كيا جائے كه مرجر کے بعد، این انفراا علی اورنیٹ ورک پردیگر موہائل آپریٹرز کو بھی زومنگ کی احازت دے جس كے لئے كہنياں باہى فداكرات عشرائط وضوابط لے کی جاسکتی ہیں۔ لی ٹی می ایل کی نمائندگی سیئر کولسلومحر مدراحت کو بین حسن اور لیکل اور یکلو کے مانغ مصطفي منهاجمه في ا

ر المراح المراح

27

چی کرح ہوئے کہا کہ کیشن کو خلی کام مطری ذیل مار کیشوں پر اس مرج کے اگرات کا بھی جا ترہ این چاہے۔ جاز ٹیلی کام کے دیک خالد ابراہیم نے دال ویت ہوئے کہا کہ ٹیلی تار کا حصول کی کی می امل کو مارکٹ میں بالادست پوزیش بنا سکتا ہے مرج کی متقوری سے پہلے ادر پوسٹ مرج شرائط ما تدکر کی چاہیں۔ پی کی میں ایل کو پابھ کیا جائے کے مرج کے بعد اپنے افوا گئے اور بیصٹ مرج شرائط دیگرموہا کی آ پی بیز کو گئی دوملک کی اجازت دے خوالط کے کہا جائی ایس۔