****

**Name: Asim ullah**

**Id# : 12952**

**Degree : BBA semester 8th**

**Subjec: Strategic Management**

**Paper : final term**

**Submitted To: Sir Zeeshan ibrahim**

**Date: 30/06/2020**

# Q.No.1: Discuss in detail any five cases of Companies Merger in Pakistan.

# ANSWER:

# (1) Mobilink with warid merger.

Pakistan Mobile Communications Limited, doing business as Jazz, is a Pakistani [mobile network](https://en.wikipedia.org/wiki/Mobile_network%22%20%5Co%20%22Mobile%20network) and internet services provider in [Pakistan](https://en.wikipedia.org/wiki/Pakistan%22%20%5Co%20%22Pakistan) formed by the merger of [Mobilink](https://en.wikipedia.org/wiki/Mobilink%22%20%5Co%20%22Mobilink) and [Warid](https://en.wikipedia.org/wiki/Warid_Pakistan%22%20%5Co%20%22Warid%20Pakistan). It provides a range of services for prepaid and postpaid customers to individual and corporate clients. Its Head Office is located in Islamabad, and the current CEO is Aamir Ibrahim. Formerly known as [Mobilink](https://en.wikipedia.org/wiki/Mobilink%22%20%5Co%20%22Mobilink), the company was founded in 1994 as a joint venture between Saif Group and [Motorola Inc.](https://en.wikipedia.org/wiki/Motorola_Inc.%22%20%5Co%20%22Motorola%20Inc.) In February 2001, Egypt based [Orascom](https://en.wikipedia.org/wiki/Orascom%22%20%5Co%20%22Orascom) Investment Holding bought Motorola’s shares in Mobilink to become the majority shareholder with 69% control. Then in June 2007, Orascom further purchased the remaining shares under Saif Group’s control to become Mobilink’s 100% owner. In November 2015, Orascom Investment Holding announced the 100% acquisition of Pakistan’s Warid Telecom, a subsidiary of Abu Dhabi Group. Completed in July 2016 after due approvals, the first ever local telecom company acquisition created a combined subscriber base of 50 million. Following the merger of Mobilink and Warid, Mobilink was officially rebranded to Jazz in 2017.

**(2) Habib Metro**

The bank was founded in 1992 as Metropolitan Bank and subsequently started its operations. [Habib Bank AG Zurich](https://en.wikipedia.org/wiki/Habib_Bank_AG_Zurich%22%20%5Co%20%22Habib%20Bank%20AG%20Zurich) was founded by the Mohammed Ali [Habib family](https://en.wikipedia.org/wiki/Habib_family%22%20%5Co%20%22Habib%20family) as government started [privatization](https://en.wikipedia.org/wiki/Privatization_in_Pakistan%22%20%5Co%20%22Privatization%20in%20Pakistan) of [banking](https://en.wikipedia.org/wiki/Banking%22%20%5Co%20%22Banking) sector in Pakistan. In 2006, [Habib Bank AG Zurich](https://en.wikipedia.org/wiki/Habib_Bank_AG_Zurich%22%20%5Co%20%22Habib%20Bank%20AG%20Zurich)'s Pakistan operations were merged into Metropolitan Bank Limited and subsequently renamed as Habib Metropolitan Bank Limited. In 2015, HabibMetro won [Asian Development Bank](https://en.wikipedia.org/wiki/Asian_Development_Bank%22%20%5Co%20%22Asian%20Development%20Bank) (ADB) award. The parent bank, [Habib Bank AG Zurich](https://en.wikipedia.org/wiki/Habib_Bank_AG_Zurich%22%20%5Co%20%22Habib%20Bank%20AG%20Zurich) has operations in [Hong Kong](https://en.wikipedia.org/wiki/Hong_Kong%22%20%5Co%20%22Hong%20Kong), [Singapore](https://en.wikipedia.org/wiki/Singapore%22%20%5Co%20%22Singapore), [United Arab Emirates](https://en.wikipedia.org/wiki/United_Arab_Emirates%22%20%5Co%20%22United%20Arab%20Emirates), [Kenya](https://en.wikipedia.org/wiki/Kenya%22%20%5Co%20%22Kenya), [South Africa](https://en.wikipedia.org/wiki/South_Africa%22%20%5Co%20%22South%20Africa), [United Kingdom](https://en.wikipedia.org/wiki/United_Kingdom%22%20%5Co%20%22United%20Kingdom) and [Canada](https://en.wikipedia.org/wiki/Canada%22%20%5Co%20%22Canada).

# (3) Union Bank (Pakistan)

Union Bank was a Pakistani [bank](https://en.wikipedia.org/wiki/Bank%22%20%5Co%20%22Bank) based in [Karachi](https://en.wikipedia.org/wiki/Karachi%22%20%5Co%20%22Karachi), [Pakistan](https://en.wikipedia.org/wiki/Pakistan%22%20%5Co%20%22Pakistan). It was established in 1991 with its headquarters in [Lahore](https://en.wikipedia.org/wiki/Lahore%22%20%5Co%20%22Lahore), [Pakistan](https://en.wikipedia.org/wiki/Pakistan%22%20%5Co%20%22Pakistan). In 2000 the bank relocated its headquarters to Karachi. Prior to the merger with Standard Chartered Bank in 2006, it was Pakistan's eighth largest bank and had 65 branches in some 22 cities, about US$2 billion in assets, and about 400,000 customers. In 2000, Union Bank acquired [Bank of America](https://en.wikipedia.org/wiki/Bank_of_America%22%20%5Co%20%22Bank%20of%20America)'s operations in Pakistan. Then in July 2001, Union Bank signed an Independent Operator agreement for [American Express](https://en.wikipedia.org/wiki/American_Express%22%20%5Co%20%22American%20Express) Cards in Pakistan. In 2002, Union Bank acquired the operations in Pakistan of [Emirates Bank International](https://en.wikipedia.org/w/index.php?title=Emirates_Bank_International&action=edit&redlink=1" \o "Emirates Bank International (page does not exist)). This purchase helped Union Bank become one of the larger private banks in the country. In 2006, [Standard Chartered Bank](https://en.wikipedia.org/wiki/Standard_Chartered_Bank%22%20%5Co%20%22Standard%20Chartered%20Bank) acquired 81% of Union Bank's shares for US$413 million. Under Pakistani law, it had to delist Union Bank and make an offer for the outstanding shares; the offer raised the total purchase price to about US$511. On 30 December 2006, Standard Chartered merged Union Bank with its own subsidiary in Pakistan, which has 46 branches in 10 cities. The merged bank is named [Standard Chartered Bank (Pakistan)](https://en.wikipedia.org/wiki/Standard_Chartered_Bank_%28Pakistan%29%22%20%5Co%20%22Standard%20Chartered%20Bank%20%28Pakistan%29) and is now Pakistan's sixth largest bank

# (4) Paktel

**Paktel** was the pioneer [cellular operator](https://en.wikipedia.org/wiki/Cellular_network%22%20%5Co%20%22Cellular%20network) of Pakistan. It was the first ever company granted license to carry out [cellular phone](https://en.wikipedia.org/wiki/Cellular_phone%22%20%5Co%20%22Cellular%20phone) services in Pakistan, set up by [Cable & Wireless](https://en.wikipedia.org/wiki/Cable_%26_Wireless_plc%22%20%5Co%20%22Cable%20%26%20Wireless%20plc). It carried out [AMPS](https://en.wikipedia.org/wiki/Advanced_Mobile_Phone_System%22%20%5Co%20%22Advanced%20Mobile%20Phone%20System) services until 2004 when the company switched to GSM technology. Paktel offered only [mobile telephony service](https://en.wikipedia.org/wiki/1G%22%20%5Co%20%221G) to its 2 million subscriber base. As of 2007, Paktel was ranked fifth mobile player of Pakistani market owing to low subscriber base and market share. After the completion of its acquisition by [China Mobile](https://en.wikipedia.org/wiki/China_Mobile%22%20%5Co%20%22China%20Mobile), Paktel was rebranded [Zong Pakistan](https://en.wikipedia.org/wiki/Zong_Pakistan%22%20%5Co%20%22Zong%20Pakistan) on April 1, 2008. [Cable & Wireless](https://en.wikipedia.org/wiki/Cable_%26_Wireless_plc%22%20%5Co%20%22Cable%20%26%20Wireless%20plc) with his local partner Hasan Group of Companies (major local team was consisting on Farooq Hasan, R A Zuberi, Shahid Mahmud, Syed Ahmed Ali, Qazi Abdul Wahid & Dewan) launched commercial service Paktel in 1990. Paktel was granted a license in early 1990 to operate a cellular telephone network throughout Pakistan. It was the first company granted a free license to carry out [cellular phone](https://en.wikipedia.org/wiki/Cellular_phone%22%20%5Co%20%22Cellular%20phone) services in Pakistan. It carried out [AMPS](https://en.wikipedia.org/wiki/Advanced_Mobile_Phone_System%22%20%5Co%20%22Advanced%20Mobile%20Phone%20System) services until 2004. Paktel Mediation and Billing System was developed by a team consisting of Syed Ahmed Ali, Nadeem Usmani, Wasay Farooqi, and Ali Korani. It was first mediation software in the region which was developed locally and also the first cellular Billing System ever. Millicom owned Instaphone merged as its competitor in the late 1990s and began to dominate the market share. With the launch of [Mobilink](https://en.wikipedia.org/wiki/Mobilink%22%20%5Co%20%22Mobilink) and its rapid success in 1998, both Instaphone and Paktel floundered and lost their dominant market share. It was followed by the acquisition of [Cable & Wireless](https://en.wikipedia.org/wiki/Cable_%26_Wireless_plc%22%20%5Co%20%22Cable%20%26%20Wireless%20plc) owned Paktel by [Millicom](https://en.wikipedia.org/wiki/Millicom%22%20%5Co%20%22Millicom), the majority owners of [Instaphone](https://en.wikipedia.org/wiki/Instaphone%22%20%5Co%20%22Instaphone). In November 2000, [Millicom](https://en.wikipedia.org/wiki/Millicom%22%20%5Co%20%22Millicom) acquired 98.9% equity interest in Paktel. Millicom installed a new management team headed by John Tumelty, former CEO of Instaphone, and Chief Financial Officer David Ordman. In April 2001, Paktel launched prepaid services under the brand *Tango*. The manager of this brand was Mr Amees Ahmad. In October 2002, Paktel was granted a modification to its license, allowing it to operate a GSM based network and the Frequency Allocation Board of Pakistan thereby awarded the necessary frequencies. Paktel was awarded additional 1800 MHz spectrum, increasing total spectrum for GSM network from 10 MHz to 13.6 MHz. After obtaining frequencies Paktel launched GSM network in October 2004. On October 23, 2004, Paktel agreed with [Pakistan Telecommunication Authority](https://en.wikipedia.org/wiki/Pakistan_Telecommunication_Authority%22%20%5Co%20%22Pakistan%20Telecommunication%20Authority) to launch GSM network with immediate effect and renew their license for 15 years from October 23, 2004 for a license fee of $291,000,000. This agreement was signed by the two parties on October 25, 2004. Paktel and the [PTA](https://en.wikipedia.org/wiki/Pakistan_Telecommunication_Authority%22%20%5Co%20%22Pakistan%20Telecommunication%20Authority) agreed delayed payment terms under which 50% of the license fee will be paid in installments over the first three years of the license. The second 50% of the license fee will be payable in ten yearly payments from 2008 to 2017. In March 31, 2005, Paktel held approximately 340,000 GSM subscribers and its network comprised 300 cell sites, covering about 45% of the population. By November 2005, Paktel had 1 million customer base and a market share of 9%, with subscriber count increasing at a rate of 100,000 per month. In November 2006, Millicom announced that it had decided to exit the Pakistani market. Pakistani authorities had refused to delay payment of a $29 million licence installment and had not given Paktel permanent access to part of the frequency spectrum. Announcing its pullout, Millicom said it decided against making significant investments in Pakistan because of tough market conditions. It had already sold [Instaphone](https://en.wikipedia.org/wiki/Instaphone%22%20%5Co%20%22Instaphone) to a local telecom company *Arfeen Group* in October 2005 and was looking for potential buyers for Paktel. Initially Kuwait based the then [MTC](https://en.wikipedia.org/wiki/Zain_Group%22%20%5Co%20%22Zain%20Group) showed an interest for buy-out. But it was the [China Mobile](https://en.wikipedia.org/wiki/China_Mobile%22%20%5Co%20%22China%20Mobile) who won the bid.

Paktel was rebranded to [Zong](https://en.wikipedia.org/wiki/Zong_Pakistan%22%20%5Co%20%22Zong%20Pakistan). On January 22, 2007, Millicom International Cellular S.A. stated that it would sell its 88.86 percent stake in Paktel to [China Mobile](https://en.wikipedia.org/wiki/China_Mobile%22%20%5Co%20%22China%20Mobile) for $284 million, which includes the repayment of intercompany debt. The sale implies an [enterprise value](https://en.wikipedia.org/wiki/Enterprise_value%22%20%5Co%20%22Enterprise%20value) for Paktel of $460 million, Millicom said in its press release. Merrill Lynch advised China Mobile on the transaction. On 4 May 2007, Paktel Limited was renamed to China Mobile Pakistan. On May 16, 2007 China Mobile announced that it had increased its stake in CMPak to 100%. China Mobile Pakistan continued to operator under Paktel brand until March 31, 2007. After acquisition, China Mobile Pakistan invested more than US$700 million in the telecom sector in Pakistan and US$800 million were further invested by the end of year 2008. [Pakistan Telecommunication Authority](https://en.wikipedia.org/wiki/Pakistan_Telecommunication_Authority%22%20%5Co%20%22Pakistan%20Telecommunication%20Authority) said that it might resolve the frequency issue with China Mobile, as it was one of the main reason for pullout by Millicom International Cellular S.A. According to the statistics from the Pakistan Telecommunication Authority, Paktel had 2.145 million customers at the end of February 2008. On April 1, 2008, Paktel was rebranded to [Zong](https://en.wikipedia.org/wiki/Zong_Pakistan%22%20%5Co%20%22Zong%20Pakistan). China Mobile Pakistan organized a launch event on April 5.

# (5) Telenor Microfinance Bank

Telenor Microfinance Bank, formerly Tameer Microfinance Bank, is a Pakistani [microfinance](https://en.wikipedia.org/wiki/Microfinance%22%20%5Co%20%22Microfinance) bank which is based in [Karachi](https://en.wikipedia.org/wiki/Karachi%22%20%5Co%20%22Karachi), [Pakistan](https://en.wikipedia.org/wiki/Pakistan%22%20%5Co%20%22Pakistan). It was founded in 2006 by Nadeem Hussain as Tameer Microfinance Bank which was later acquired by [Telenor Pakistan](https://en.wikipedia.org/wiki/Telenor_Pakistan%22%20%5Co%20%22Telenor%20Pakistan). In November 2008, [Telenor Pakistan](https://en.wikipedia.org/wiki/Telenor_Pakistan%22%20%5Co%20%22Telenor%20Pakistan) acquired 51 percent shares in Tameer Microfinance Bank for $12.5 million. In March 2016, Telenor Pakistan acquired the remaining 49 percent shares of Tameer Micro Finance Bank for an undisclosed sum. In March 2018, a memorandum of understanding was signed between the [Telenor Group](https://en.wikipedia.org/wiki/Telenor_Group%22%20%5Co%20%22Telenor%20Group) and the [Ant Financial](https://en.wikipedia.org/wiki/Ant_Financial%22%20%5Co%20%22Ant%20Financial) for a strategic partnership agreement according to which the Ant Financial was to invest $184.5 million in the micro-finance bank. In November 2018, the [Competition Commission of Pakistan](https://en.wikipedia.org/wiki/Competition_Commission_of_Pakistan%22%20%5Co%20%22Competition%20Commission%20of%20Pakistan) approved [Alipay](https://en.wikipedia.org/wiki/Alipay%22%20%5Co%20%22Alipay)'s – a subsidiary of Ant Financial – acquisition of 45% shareholding in the micro-finance bank for $184.5 million.

**Q.No.2: If you are a CEO of any big company and you have a chance of cross border acquisition which country you will select among Brazil, Philippine, Tajikistan and Turkey. Also discuss the reason of selection and rejection of other countries. If I am a CEO of a big company and I get a chance of cross border acquisition I will select Philippine**

**ANSWER:**

1. According to World Bank research Philippine is top three growth performers in the region.
2. The country’s medium term growth outlook remains positive.
3. In Philippine if we want to make a product there it will be cheap because of low labour cost.
4. We can get skilled labor on low cost.
5. The Philippine market is growing one having growth opportunities.
6. Philippine consumer behave I a certain manner when it comes to purchasing products which is good opportunities.
7. Philippines are brand loyal people, so if they become your customer than they will be loyal to you.
8. The region trend of growth is showing an upward continuous trend which will give my firm growth opportunities.

**Q.No.3: In this situation of COVID 19 being a student what will you suggest how Higher Education Institution run there classes and take exams explain in detail**

**ANSWER:**

In the situation of COVID-19 my suggestions to Hec are

1. If HEC want institutions to take classes than it has two choices
* Take classes online for which it has two choices, 1st is to take Live classes through different apps like zoom etc. for this to work effectively each and every student of the particular institute must have to take the classes and make the attendance compulsory on students so that they learn. The 2nd is that each teacher record her/his lectures of the particular subject and then upload it on particular channel/portal i.e YouTube, What Sapp or University Portal. And then take regular Quizzes and assignment to evaluate student that if they learn.
* Take on campus classes than institutions have to follow SOP’s, but it will be very difficult to have followed Sop’s in so much students because every institute has more than 1000 students and Following SOP’s would be very difficult.
1. For Examination HEC also can
* Take Exam online, but for online exam according to my suggestion is that paper would have to be based on the system on campus exam like time for paper is 3 hours and no download of paper just solve it online and submit it.
* Take on campus exam which according to my research possible with SOP’s because we need 1 meter distance for each and every student which is possible in exams.

These are some of my suggestion to HEC for classes and taking exams.