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

**Details of the five mergers companies in Pakistan:**

**1) Careem and Uber Mergence:**

Careen and Uber are most common example merger in Pakistan. CCP (competition commission of Pakistan) has approved the CAREEM and UBER merger. Imposing pro-competitive and tough conditions. Ensuring a level playing fields for playing new entrants and competitors in app based sharing rides market. The Competition Commission of Pakistan (CCP) has approved the Uber-Careem merger after approximately a year of Uber announcing its acquisition of Careem for $3.1 billion. The merger approval came through a Phase-II Order and imposes pro-competitive and tough conditions on both players. CCP had opened the Phase-II review of the proposed merger in August last year after the usual Phase I review failed to arrive at a decision. Phase-II is an in-depth analysis of the merger’s effects on

competition and requires more time. Multiple detailed hearings were reportedly held at CCP before the issuance of today’s statement announcing approval for the merger.

According to a press release issued by CCP on Thursday, the conditions imposed are to ensure “a level playing field for the new entrants/competitors in the app-based Ridesharing market”.

The said conditions will remain applicable on Uber up to three years after the merger or until the occurrence of “Meaningful Market Entry” of competitors.

The statement issued by CCP defines meaningful market entry as the time “when one or more Ridesharing Services Provider(s) enter Pakistan and achieve individually at least 25pc (market share), or collectively at least 33.3pc (market share) of weekly ridesharing trips on average for three consecutive months. This condition will allow competitors to grow and flourish in the app-based ridesharing market and for the merged entity not to abuse its dominant position.”

The CCP opened a Phase-II review of the merger as it was resulting in a significant lessening of competition in the market for app-based ridesharing services. In its Phase II-Order, the CCP has imposed certain conditions on Uber to address the competition concerns regarding an increase in prices of products or services, discriminatory pricing, degradation in quality of services, and possible lack of innovation.

The CCP has imposed a “no contractual exclusivity” condition to ensure that drivers or captains are free to offer their services on any ridesharing platform they choose. Uber shall maintain the contractual service fee for UberGo and UberMini across all drivers, nationwide, in the range of 22.5pc to 27.5pc. This service fee cap will ensure that drivers or captains do not see a decrease in their earnings.

The CCP has directed Uber to apply a cap of 12.5pc per year on the total organic fare charged to riders for a trip, as that would protect the consumers from the unreasonable increase in fares.

Moreover, on the topic of “Surge”, which is a pricing mechanism to raise fares during peak or rush hours, CCP has directed Uber to apply a ceiling on its “surge multiplier” at a maximum level of 2.5 times the non-surge price. This will protect the consumers from the unrealistic hike in the fare during peak hours.

**2) Mobilink and Warid:**

 Warid was GSM HSPA+ and LTE based mobile operator it was the seventh mobile carrier in the Pakistani market. It commenced commercial operation on 23rd may 2005by the ABU DEHBI GROUP. A business conglomerate in the middle east and major investor. It was the first venture of the group in the field of telecommunication.

**Mergence with Jazz Company:**

Warid previously announced it mergence with MOBILINK company back in 2015. The case was under review at PTA. After scrutiny PTA finally approved the merger in 2016. The companies have become one Brand. This merger also resulted in the sharing of network resources, warid customers can now connect MOBILINK 3G network and MOBILINK customers to WARID 4G (LTE) network. This network roaming between both operator was enabled in NOVEMBOR 2016. In 2017 MOBILINK’S CEO announced that WARID journey has come to an end. And that both companies would be launched under a new brand called JAZZ. warid customers will also have to replace their SIM cards at all new JAZZ. service centers. Where all the new SIMS cards will be provided to all warid customers free of cost. Warid customers are using the same JAZZ networks for telecom services in a fact the company is still running older version of WARID INTERNET PACKAGES and WARID CALL PACKAGES, there are still working but on MOBILINK JAZZ NETWORK. In recent year cellular companies working in Pakistan have provided quality services which have played an important role in the establishment of telecom sector in Pakistan specially the jazz-warid. Telecommunication company jazz played an important role in this sector after the merger between Jazz and Warid. The number of users pertaining to Jazz-Warid has increased significantly after the merger of two companies. In this merger there is win-win situation for both companies because Warid have latest 4G LTE technology and Mobilink have largest network of customer in telecom industry, Warid contain access to customers and Mobilink contain the latest 4G technology without participation in 4G bidding process. Warid have less market share but after merger they have 10% shares of largest market shareholder company Mobilink.

**3.Mergers of M/s. Automotive Battery Company Limited with and into M/s. Exide Pakistan Limited:**

Exide Pakistan in association with Chloride Group Plc of the UK was first incorporated in 1953 as a private limited company and went public in 1982. Chloride has associated across 35 countries in the world. Exide Pakistan is mainly in the business of manufacturing and sales of batteries, chemicals and acid with its manufacturing facilities for batteries located at SITE Karachi and Hub Balochistan while facilities for chemicals and acid located at SITE and Bin Qasim Karachi. In 2008, the company merged with Automotive Battery Company Limited.

Exide offers automotive, industrial and household solutions by providing a wide range of batteries-from cars, tractors, rickshaws, SUV's trucks, buses and marine transport to earth moving equipment and off-the-road vehicles. The company also manufactures special application industrial batteries for standby power, locomotive engine starting and train lighting systems. Meanwhile, the batteries also have household applications-by providing reliable backups in case of power cuts and voltage fluctuations.

Exide Pakistan serves its outlets in Pakistan through regional offices in Karachi, Sukkur, Multan, Faisalabad, Lahore, Rawalpindi, and Peshawar. These regional offices provide after sales service to customers and have a vast network of dealerships all over the country. The company's primary customers are major automotive companies and the sector drives the demand for Exide. The company's major competitors include Atlas Battery and Volta batteries.

**Owners, holdings and investments**

Keeping it in the family, majority shares are held by the directors and family of the company-with 20.5 percent held by Sana and Zaver Hashwani each; 16 percent held by Hussain Hashwani and 18.2 percent held by Altaf Hashwani both of whom are part of the board of directors. Meanwhile, State life insurance corps holds 5.5 percent of the company's shares while National Investment (Unit) Trust holds 6.6 percent of the company's shares.

Exide Pakistan has a wholly owned subsidy Chloride Pakistan (Private) Limited which was first established in 1994 but the subsidiary never started manufacturing. The Company was incorporated to utilize the tax exemption offered by the government in Hattar. However, exemption was taken off after the company's incorporation and so the company did not commence its operations. The company was meant to manufacture and market automotive batteries and industrial cells.

In order to diversify its business activities, Exide set-up a sulphuric acid manufacturing plant at Port Qasim Industrial Area. The plant has an installed capacity of 50 metric tons of sulphuric acid per day.
Despite a strong financial performance (read below), the company's stock price against the benchmark index has not followed an upward pattern and faced a significant down time between Jan to November of 2016, though nearing the start of 2017, volume traded is improving. Investors will keep a keen eye on this stock though as earnings go up with the company boosting a strong growth in this bottom line.

**Financial and operational performance over the years**

The main driver for the company is the automobile sector and Exide has been a leading player in the country with a strong footprint for many years. Growth in sales was phenomenal in 2010 and 2011 but sales grew slower in the later years. In 2011, production was affected as a result of major re-layout and shifting of machineries in order to streamline and improve production facilities. The company was concerned by expansion and installation of new facilities, training of manpower and harnessing the technology that faced initial problems.

**4). Samba Bank’s Parent Group Enters into A Merger Deal with National Commercial Bank:**

The parent company of Samba Bank, Samba Financial Group of Kingdom of Saudi Arabia has entered into a framework agreement with the National Commercial Bank of Kingdom (NCB) for merger and acquisition.

According to a notification issued to PSX, the two banks will carry out reciprocal due diligence and negotiate definitive and binding terms that will result in the acquisition of stakes in Samba Financial Group by the National Commercial Bank.

Analysts estimated that the proposed deal would value samba share at SAR 27.42 – SAR 29.32, which represents a premium of 19.2% – 27.5% share price as of 24 June 2020.

The National Commercial Bank offered to pay as much as $15.6 billion to acquire rival Samba Financial Group.

According to the deal, NCB will issue as many as 1.54 billion new shares to Samba shareholders. Samba shareholders receive between 0.736 and 0.787 newly-issued shares of NCB in exchange for each Samba share they hold.

Samba Financial Group is the major shareholder of the Samba Bank in Pakistan having 84.5 percent stakes. The bank also operates in Dubai, Qatar, and Saudi Arabia.

The bank is operating 40 branches in 12 major cities of Pakistan. It made a profit of Rs. 251 million in the first quarter of 2020.

The combined bank would have total assets of about $210 billion after the merger, making it the third-largest in the region behind Qatar National Bank and First Abu Dhabi Bank. Both proposed merger banks had a combined 29% market share based on last year’s financials.

The kingdom’s sovereign wealth fund, also known as the Public Investment Fund, is the largest shareholder in both NCB and Samba, owning about 44% of NCB and 23% of Samba.

Saudi Arabia has been taking steps to shore up its banking sector from the double whammy of the coronavirus shock and lower oil prices. Lenders in the world’s largest oil exporter – already dealing with weak private sector loan growth – are expected to be hit hard as lockdown measures and lower government spending impact earnings and increase defaults.

**5). Habib Metro:**

The bank was founded in 1992 as Metropolitan Bank and subsequently started its operations.

Habib Bank AG Zurich was founded by the Mohammed ali Habib family as government started privatization of banking sector in Pakistan.

In 2006, Habib Bank AG Zurich's Pakistan operations were merged into Metropolitan Bank Limited and subsequently renamed as Habib Metropolitan Bank Limited.

In 2015, Habib Metro won Asian Development Bank (ADB) award.

The parent bank, Habib Bank AG Zurich has operations in Hong Kong, Singapore, United Arab Emirates, Kenya, South Africa, United Kingdom and Canada.

**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.**

**Answer:** As if I am the CEO of a big company I will choose brazil as across the border acquisitions i will prepare football.

2. BRAZIL is very much known for it’s football game.

3. As the CEO my company owns the football making material and will going to make footballs over there as they have the finest machinery over there.

4. it will take less time to develop a football on broader level just because of the heavy machinery automatic plants on which the footballs can easily be made at bulk.

5. From this sort of production of football it will really help my company to make more money and have the best exports in the other countries.

6. The cost of labor would be much low so this will help us in saving money of labor work because making football by hand will demand much of the labor work money because they will they will also purchase the football material so they will charge heavy money.

7. so it will be much on safer hand to own the football making material.

8. So if I am the CEO of a company then I will choose the BRAZIL as country to establish a football factory/company.

9. I will reject the other countries because there is no scope of football over there in rest of the company

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

**Answer:** Now a dayCOVID 19 is the most common problem in the world, Its effect all over the world, all the countries and institutions. Most large effect is social life. By the report of WHO COVID 19 is do not have proper treatment yet, COVID 19 infection have some causes to effect the body. But WHO introduce some safety rule for the coved 19 to safe your health, such is social distance, clean your environment, Sanitize your hand, wear gloves and face mask etc. these all safety elements can safe your health from COVID 19. In this situation of COVID 19 being a student I will suggest to the HEC the Educational institution cannot be closed for long time, the institute should open with proper SOP’s to run classes and take exams. To run the classes to avoid the crowed, social distance, hand sanitizing system in the classroom, gloves and face mask is compulsory for the students and teachers, for taking classes in exams should make that type of timetable that avoid the crowed, the students and faculty just allow the class time in the Institute. Other all the interactions of the student’s faculty and institute should online. Time to time evolutions of the SOP’s and provide instructions and aware the students about this disease. To force the students to follow the proper SOP, s even in the class rooms during taking class keep the social distance between the students, don, t shares things with each other. Strictly avoided the eating things of canteens and cafeterias, take lunch from their homes and for hostels students it is better for your health to made eating things to their own hands. Exam will also take according to the instructions.