

## Practice Note 19 (PN 19) – Chain principle ~~offer price~~

1. There may be instances where, as a result of acquiring statutory control of a company (which need not be a Code company), a person or group of persons may in turn obtain or consolidate control over a second company because the first company holds 30% or more of the voting rights of the second. In such cases, Note 8 to Rule 26.1 of the Takeovers Code provides that the acquirer of the first company may trigger an obligation to make a mandatory general offer for the other company. This is known as a chain principle offer.

~~The Executive has from time to time been consulted about how to determine the offer price where a chain principle offer has been triggered. Practice Note 19 provides guidance on this issue.~~

### **The chain principle**

2. Note 8 to Rule 26.1 provides that “[o]ccasionally, a person or group of persons acting in concert acquiring statutory control of a company (which need not be a company to which the Takeovers Code applies) will thereby acquire or consolidate control, as defined in the Codes, of a second company because the first company itself holds, either directly or indirectly through intermediate companies, a controlling interest in the second company, or holds voting rights which, when aggregated with those already held by the person or group, secure or consolidate control of the second company. The Executive will not normally require an offer to be made under this Rule 26 in these circumstances unless either: -

~~a)(a)~~ a)(a) the holding in the second company is significant in relation to the first company. In assessing this, the Executive will take into account a number of factors including, as appropriate, the assets and profits of the respective companies ~~and, where both companies are listed, their respective market capitalisation~~. Relative values of 60% or more will normally be regarded as significant; or

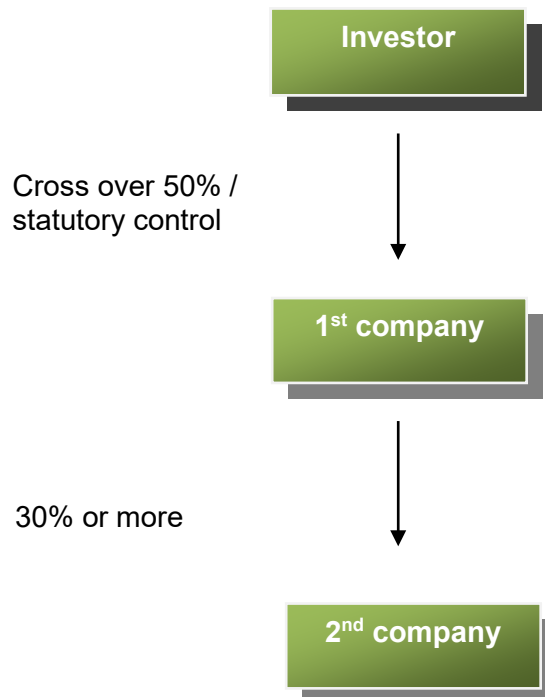
~~b)(b)~~ b)(b) one of the main purposes of acquiring control of the first company was to secure control of the second company.

The Executive should be consulted in all cases which may come within the scope of this Note to establish whether, in the circumstances, any obligation arises under this Rule 26.

Where any calculation of the relative values of assets and profits under paragraph (a) may produce an anomalous result or is otherwise inappropriate, the relevant parties should provide further calculations by reference to at least the three most recent audited financial periods for the relevant companies, and where applicable, alternative tests, together with justification.

“Statutory control” in this Note means the degree of control which a company has over a subsidiary.”

### Trigger



3. Under the chain principle, if an investor acquires statutory control of the first company, typically by acquiring or increasing its shareholding to over 50%, it will trigger a chain principle offer for the second company if the criteria under either the substantiality test as set out in (a) above or the purpose test as set out in (b) are met. any of the two tests are met:

### Calculation of the chain principle offer price

- (a) Substantiality Test – The assets and profits of the first company and the second company are compared in deciding whether the holding in the second company is significant in relation to the first company. Where both companies are listed, their respective market capitalisation will also be compared.
- (b) Purpose Test – Whether one of the main purposes of acquiring the first company was to secure control of the second company.

### The Substantiality Test

Assets and profits

4. When assessing the Substantiality Test, relative values for all appropriate line items for assets and profits, including total assets and net assets, gross profit and net profit, for the relevant companies should be calculated. This way the inherent limitations of comparing companies of different business natures, such as one company being asset-heavy and the other asset-light, can be mitigated.
5. Calculations of relative values of assets and profits should normally be based on the figures reported in latest published financial statements.

#### Market capitalisation

6. Where both the first company and the second company are listed, the relative value based on their respective market capitalisations will normally be taken into account when assessing the Substantiality Test.
7. Reference dates for market capitalisation comparison should be appropriate having considered the facts and circumstances of each case. Normally, the Executive would accept the latest available market capitalisation data to be appropriate.

#### Comparing relative values and anomalous results

8. Relative values of 60% or more will normally be regarded as significant. All relevant values calculated for assets, profits and market capitalisation would be taken into account. No single figure would by itself be determinative.
9. When either the first company or the second company is in a net liability position, has made a net loss, or breaks even, the Substantiality Test may produce an anomalous result. For example, if the first company broke even on a consolidated basis, and the second company made a nominal net profit. In this situation, the relevant ratio from comparing net profit would be “infinity” arithmetically, implying that the second company is hugely significant for the first company. Another situation would be where the first company has made a loss on a consolidated basis and the resultant ratio would be a negative figure. In such cases, the parties should follow the approach set out in paragraphs 11 to 12 below.
10. One single result in excess of 60% may not by itself trigger a mandatory general offer under the chain principle. Each case would be considered based on all facts and circumstances of the case.

#### Look back periods

11. Where any calculation produces anomalous results or is otherwise inappropriate, further calculations by reference to at least the three most recent audited financial periods for the relevant companies should be made with justification.

12. If any calculation is considered not suitable, alternative tests should be produced with justification.

### **The Purpose Test**

13. So long as one of the main purposes of acquiring the first company was to secure control of the second company, a chain principle offer will be triggered. This is a useful anti-avoidance test that protects the interests of the shareholders of a much smaller second company when the offeror sets out to purchase interest in the first company with an ultimate goal of securing control of the second company in mind.

### **Chain principle offer price**

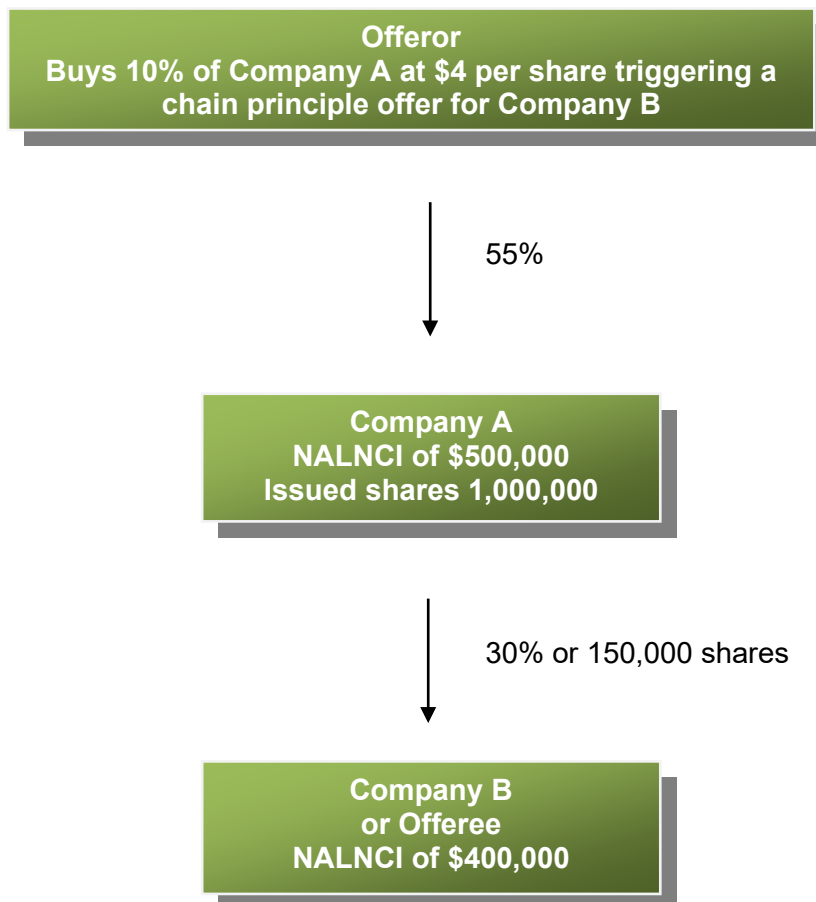
14. The offer price should be calculated objectively taking into consideration the transacted price for shares in the first company and the relative value of the second company. The objective of the exercise is to establish how much of the price paid for the first company is attributable to its holding in the second.

15. The mechanism for pricing chain principle offers may differ depending on the circumstances of each case. For companies that are asset-based, asset values are normally used to determine the chain principle offer price. Where there are non-controlling interests, the Executive will generally take the asset values to be the net assets less non-controlling interests (~~ie~~, i.e., equity attributable to owners of the company). In other situations, earnings may be a more important or relevant consideration. Parties and advisers should take into account all relevant factors, such as the nature of the businesses and assets involved, in determining a chain principle offer price and consult the Executive when in doubt.

### *Pacpo formula*

16. In 1993, the Takeovers Panel considered the pricing mechanism of a chain principle offer by China Strategic Investment Limited for the shares of Pacpo Holdings Limited and Hong Kong Building and Loan Agency Limited. The Panel adopted a step-by-step approach which is commonly referred to as the "Pacpo Formula".

17. Set out below is an example of an offeror triggering a chain principle offer for an asset-based company:



An Offeror acquires a 10% interest in Company A, increasing its shareholding from 45% to 55%. Company A holds 30% of Company B (i.e., 150,000 shares). Both Company A and Company B are engaged in property development and investment.

The acquisition price is \$4.00 for each share in Company A. The net assets less non-controlling interests (if any) (NALNCI) of Company A is \$500,000 and that of Company B is \$400,000. The total number of issued shares of Company A and Company B is 1,000,000 shares and 500,000 shares respectively.

18. Steps to calculate the chain principle offer price for Company B:

1. Determine the ratio reflecting the relative values of Company A and Company B

- (a) The value of Company B attributable to Company A is calculated by multiplying the NALNCI of Company B by the percentage shareholding of Company A in Company B:

$$\$400,000 \times 30\% = \$120,000$$

- (b) A relativity ratio of 0.24 is obtained by dividing the value of Company B attributable to Company A (~~as a~~ result of step (a) above) by the NALNCI of Company A:

$$\$120,000 / \$500,000 = 0.24$$

2. Determine the implied market capitalisation of Company A

Based on the acquisition price of Company A's shares of \$4.00 per share, the implied market capitalisation of Company A is:

$$\$4.00 \times 1,000,000 = \$4,000,000.$$

3. Apportion the implied market capitalisation of Company A to Company B

This is determined by multiplying the relativity ratio obtained in Step 1 with the implied market capitalisation of Company A obtained in Step 2:

$$0.24 \times \$4,000,000 = \$960,000.$$

4. Translate into a per share price for Company B

The implied market capitalisation of Company B obtained in Step 3 relates to the total number of shares held by Company A in Company B (~~ie, i.e.~~ 150,000). The price for each Company B share is therefore:

$$\$960,000 / 150,000 = \$6.40 \text{ per share.}$$

The offer price for the chain principle offer for Company B is \$6.40 per share.

19. In summary, the Pacpo Formula calculates a chain principle offer price as follows:

$$\begin{array}{c}
 \boxed{\text{NALNCI of 2}^{\text{nd}} \text{ company} \times \text{1}^{\text{st}} \text{ company's \% shareholding in 2}^{\text{nd}} \text{ company}} \quad \boxed{\text{Transacted price of 1}^{\text{st}} \text{ company} \times \text{1}^{\text{st}} \text{ company's total issued shares}} \\
 \hline
 \boxed{\text{NALNCI of 1}^{\text{st}} \text{ company}} \quad \boxed{\text{No. of 2}^{\text{nd}} \text{ company's shares held by 1}^{\text{st}} \text{ company}}
 \end{array}$$

20. It is noted that the Pacpo Formula essentially arrives at the chain principle offer price of the second company by applying the same premium or discount to NALNCI at which the offeror is acquiring the first company.

~~3029~~ September ~~2019~~2023