

Table of Contents

ACKNOWLEDGEMENTS

LIST OF TABLES/FIGURES

CHAPTER 1: INTRODUCTION

1.1 Background

1.1.1 M&A Trends in Telecommunications Industry Worldwide 1

1.1.2 M&A Trends in Malaysian Telecommunications Industry 2

1.2 Purpose and Significance of Study 3

1.3 Research Questions 5

1.4 Scope of the Study 6

CHAPTER 2: LITERATURE REVIEW

2.1 Types of M&A 8

2.2 Cross border vs. Domestic M&As 9

2.3 Motivations behind M&As 10

2.4 Measuring M&A Success 13

2.5 Synergy 15

CHAPTER 3: RESEARCH METHODOLOGY 18

CHAPTER 4: ANALYSIS & RESULTS

4.1 Motivations for the M&A

4.1.1 Government Legislation – Liberalization and Competition in the Telecommunications Industry 19

4.1.2 Competition for Market Share 23

4.1.3 Technology and Its Costs 28

4.2 Impacts of M&As on the Firms

4.2.1 Economic Impacts 31

4.2.2 Strategic Impacts 33

CHAPTER 5: CONCLUSION

5.1 Summary 38

5.2 Conclusion 40

5.3 Discussion 42

REFERENCES 44

APPENDICES 47