



M/05/075 – ORIX USA/HLHZ

Determination of the Competition Authority dated 22nd December 2005

Proposed acquisition by ORIX USA Corporation of Houlihan, Lokey, Howard & Zukin, Inc.

Introduction

1. On 30th November the Competition Authority, in accordance with Section 18 (1) of the Competition Act, 2002 (“the Act”) was notified, on a mandatory basis, of a proposal whereby by ORIX USA Corporation (“ORIX USA”) would acquire Houlihan, Lokey, Howard & Zukin, Inc. (“HLHZ”).

The Undertakings Involved

2. ORIX USA is a wholly owned subsidiary of ORIX Corporation, a Japanese financial services and leasing company. ORIX Corporation’s worldwide turnover for the year ended 31st March 2005 was €[5000 - 10,000] million. Its turnover in the State for the same period was €[50-100] million. In the State, ORIX has two subsidiary companies i) ORIX Aviation Systems Limited (“OAS”); and ii) ORIX Ireland Limited (“OIL”). OAS is a commercial aircraft leasing and asset management company providing specialist asset management and advisory services to clients, in relation to aircraft transactions, to include marketing, contract negotiation and structuring, financial and administration services. OIL Ireland Limited provides back-office administration services to ORIX’s European companies, including OAS. OIL’s services include treasury management, investment administration, accounting services and IT network development.
3. HLHZ is an international investment bank providing a wide range of services, including mergers and acquisitions, financing, financial opinions and advisory services, and financial restructuring. HLHZ’s worldwide annual turnover for 2004 was €264.4m. Its turnover in the State in 2004 was €440,000. In the State, HLHZ provides corporate finance services through its wholly-owned subsidiary Houlihan, Lokey, Howard & Zukin (Europe) Limited. The services provided by this entity are certain core and non-core activities specified in the Investment Services Directive.

Analysis

4. There is no horizontal or vertical overlap between the operations of ORIX and HLHZ in the State. The transaction does not, therefore, give rise to competition concerns.



The Competition Authority
An tÚdarás Iomaíochta

Determination

The Competition Authority, in accordance with Section 21(2) of the Competition Act, 2002, has determined that, in its opinion, the result of the proposed acquisition by ORIX USA Corporation of Houlihan, Lokey, Howard & Zukin, Inc. will not be to substantially lessen competition in markets for goods and services in the State and, accordingly, that the acquisition may be put into effect.

For the Competition Authority

Edward Henneberry
Member of the Competition Authority