



INDIA'S TCS BUYS BPO FIRM IN CHILE FOR US\$23 MLN

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BANGALORE, Nov 8 Asia Pulse - Tata Consultancy Services has acquired Comicrom, a leading BPO (business process outsourcing) firm in Chile, for US\$23 million in an all-cash deal.

The contract augments its presence in the global financial services and pension industry.

As part of the transaction, where TCS bought 100 per cent equity in Comicrom, TCS has also bought out Comicrom's 49 per cent stake in its IT services joint venture in Chile, in which TCS held a balance of 51 per cent.

A privately-held company with 1,257 employees, Comicrom is the market leader in the banking and pensions BPO business in Chile and provides services to banks, insurance companies, pension funds, government bodies and other large corporations in the Latin American country, according to TCS.

Comicrom had revenues of US\$35.5 million in 2004-05 and operating margins of 14 per cent, TCS said.

At a press conference here, TCS CEO and Managing Director S Ramadorai said: "This acquisition is a further step in realising TCS' strategy of acquiring leadership in platform-based BPO for the banking and domain. It also expands TCS' capability in terms of becoming a full services player".

TCS' Global Head of Sales and Operations, N Chandrasekaran, said TCS expects revenues of USD 30 million from its Latin American operations in the current financial year, and is eyeing USD 100 million in 2006-07.

Chandrasekaran said 1,600 people would be recruited in Brazil within two years. Ramadorai said TCS is looking to scale up its headcount in Latin America to 4,500 to 5,000 in a couple of years.

(PTI)