



Spark Capital advises Quess Corp Ltd. on its acquisition of Tata Business Support Services Limited

Spark Capital is pleased to announce the successful closure of Quess Corp Ltd.'s ("Quess Corp" or "the Acquirer") INR 153 Crore acquisition of Tata Business Support Services Limited ("TBSS" or "the target"). Quess Corp will own 51% with Tata Sons holding the remaining stake.

Spark Capital acted as exclusive financial advisor to Quess Corp for the transaction:

- Advised Quess Corp on various acquisition options and identified Tata Business Support Services as a potential target
- Managed complex negotiations on transaction documents
- Maintained tight control on the transaction process ensuring quick and successful closure

With this deal, Spark Capital has consummated 37 deals in the Technology/Business Services sector aggregating to ~USD 1.8 Bn, out of which deals aggregating to ~USD 1.1 Bn have been consummated in the last 5 years. This transaction also underscores Spark's commitment to bring fully integrated and holistic financial solutions dedicated to mid-market corporates across the country.

About Quess Corp:

Quess Corp, India's leading integrated business services provider, was established in 2007. Headquartered in Bengaluru, Quess Corp has a pan-India presence with 65 offices across 34 cities along with overseas footprint in North America, the Middle East and South East Asia. It serves over 1700+ customers and employs 2,12,500 employees. More information on Quess Corp can be found at www.quesscorp.com

About Tata Business Support Services:

Tata Business Support Services, was established in 2004. Headquartered in Hyderabad, TBSS is a Customer Experience management company offering its services to over 110+ Clients from Telecom & Media, Retail, Manufacturing and BFSI industries across India, North America & Europe. The Company has over 26,000+ employees across 400+ locations. Further information on TBSS can be found at www.tata-bss.com

About Spark Capital:

Spark Capital is among India's leading investment banks, providing a full suite of services encompassing Investment Banking, Institutional Equities, Wealth Management and Structured Finance & Debt Syndication. Spark's Investment Banking business has successfully consummated a total transaction value of close to USD 6 Bn since inception; Spark Capital's Institutional Equities division covers over 200 stocks under research and enjoys empanelment with over 200 institutional clients across FIIs, DIIs and Family offices. Spark is headquartered in Chennai and has offices in Bengaluru and Mumbai. Further information is available at www.sparkcapital.in

**Best Regards,
Team Spark**

Spark Capital Advisors (India) Private Limited

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