

# ation

## feeds expansion with 3i I

### KEY POINTS

- NTBS produces a retail banking software package.
- Indian firms want financial services skills not readily available at home.

financial services giant, AMP.

NTBS founder and chief executive Richard Schipper yesterday declined to comment.

It's understood NTBS is seeking new capital to fund its planned expansion. The company operates in the UK, Australia and New Zealand. Its clients include AMP and Members Equity Bank, an institution owned by various Aus-

tralian superannuation funds and designed to give consumers access to low-cost financial products and services.

3i Infotech's senior vice-president of strategic engagements, Abhijit Banerjee, would not discuss NTBS but confirmed 3i Infotech was looking at possible acquisitions in Australia and New Zealand to boost its presence in this market.

The proposed acquisition follows an example set by Indian giant Tata Consultancy Services, which acquired Australian tech developer Financial Network Services for \$US26 million (\$30.6 million) in October 2005.

More such deals were likely, said Sri Annaswamy, founder of Sydney-

based consultancy firm Swamy & Associates.

Mr Annaswamy declined to comment on the 3i Infotech/NTBS transaction, citing client confidentiality, but said Indian business process outsourcing and tech services companies had an increased appetite for mergers and acquisitions, particularly in the financial services industry.

The key drivers for the Indian companies were a need to acquire financial services skill-sets and domains not readily available in their home market, a desire to globalise delivery strategies, and a drive to produce rapid earnings growth in high-margin value-added activities, Mr Annaswamy said.