

August 08, 2019

TAKE/BSE/2019-20

The Manager  
Dept. of Corporate Services-Listing  
Bombay Stock Exchange Limited,  
P. J. Towers, Dalal Street,  
Mumbai - 400001

TAKE/NSE/2019-20

The Manager-Listing Department  
National Stock Exchange of India Limited  
Exchange Plaza,  
Bandra - Kurla Complex, Bandra (East),  
Mumbai - 400051

Dear Sir/Madam,

**Sub: Press Release**

**Ref: NSE Scrip Code: 532890 & BSE Scrip Code: TAKE**

We are pleased to enclose a press release for your reference and record.

Kindly take note of the same.

Thanking you.

Yours sincerely,  
**For TAKE Solutions Limited**



**Avaneesh Singh**  
**Company Secretary**



Encl: As above.



## TAKE Solutions announces Q1 FY20 results, reports 24.6% Y-o-Y growth

Revenue up 24.6% Y-o-Y to INR 5,827.4 Mn, Operating EBITDA at INR 1,095.5 Mn

**Chennai, August 08, 2019:** TAKE Solutions Ltd. [BSE: 532890 | NSE: TAKE], a globally recognized domain intensive services provider in Life Sciences, today announced its Q1 FY20 financial results. The company posted quarterly revenue of INR 5,827.4 Mn, registering a growth of 9.1% compared to the previous quarter.

### Consolidated Financial Highlights – Figures in INR Million

Particulars	Figures in	Q1 FY20	Q4 FY19	Change (%)
				Q-o-Q
Op. Revenue	INR Mn	5,827.4	5,339.4	9.1%
	USD Mn	83.6	76.4	9.5%
Op. EBITDA	INR Mn	1,095.5	996.2*	10.0%
Margin	%	18.8%	18.7%	
Net Profit (PAT)	INR Mn	460.8	270.6	70.3%
Margin	%	7.9%	5.1%	
Diluted EPS	INR	3.08	1.89	63.0%

\*Adjusted Op. EBITDA

The reported Earnings before Interest, Tax, Depreciation and Amortization (EBITDA) for Q1FY20 stood at INR 1,103.7 Mn, as against INR 830.2 Mn after considering all one-time expenses in the previous quarter.

**Srinivasan H R, Vice Chairman and Managing Director, TAKE Solutions** said, *“TAKE has seen strong numbers in terms of revenue growth this. We are on track in terms of our vision to be a 500 million-dollar enterprise by 2021 and have achieved USD 83.6 Mn this quarter. Company sustained its growth in revenues and profits on account of the business strengthening initiatives of the earlier years that now came to fruition.”*

*He also added, “As a Life Sciences company actively engaged in R&D, we have been reclassified under the Pharmaceuticals Industry on both the BSE and NSE.”*

#### Key Highlights:

- 2 of the Top 5 Pharma companies have renewed Long Term Multi-million-dollar contracts till 2022
- TAKE’s key brand Navitas Life Sciences is recognized as a Major Contender within 3 years of launching as a full-service Clinical Research Organization by Everest Group PEAK Matrix Assessment 2019



## **About TAKE Solutions**

TAKE Solutions delivers domain-intensive services in Life Sciences and Supply Chain Management.

In the fast-growing Life Sciences space, TAKE offers clients a unique combination of full-service Clinical, Regulatory and Safety services backed by unique technology expertise. Our range of services span from clinical trials to regulatory submissions to post-marketing safety, all backed by insights derived through proprietary industry networks forums. With a team of leading Life Sciences experts, best-in-class systems and processes, and bespoke, industry-specific technology and analytics, TAKE delivers successful outcomes for clients. Our global roster of clients includes large and small innovator biopharmaceutical companies as well as generics manufacturers.

With operations spread across North America, Europe, Asia, and South America, TAKE is a Public Company, listed in India on the Bombay Stock Exchange and the National Stock Exchange. Led by a team of industry stalwarts and domain experts, TAKE has been growing steadily with FY19 revenues touching INR 20,390 Mn, (USD 292 Mn).


For more details, please visit [www.takesolutions.com](http://www.takesolutions.com)

### **For media information:**

Rajeswari Kumar, TAKE Solutions, +91 44 66110700, [rajeswari.p@takesolutions.com](mailto:rajeswari.p@takesolutions.com)

# Earnings Release

Quarter Ended June 30, 2019



INSPIRED BY  
**OPPORTUNITY.**  
DRIVEN BY  
**KNOWLEDGE.**



The Life Sciences Company



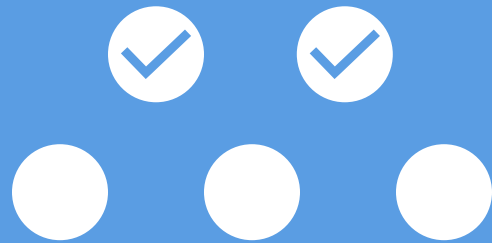


As a **Life Sciences** company actively engaged in R&D, we have been reclassified under the **Pharmaceuticals Industry** on both the BSE and NSE



## Business Highlights

Steady growth across all verticals with **Significant Wins** in major segments



**2 Of The Top 5 Pharma** companies have renewed  
**Long Term Multi-million Dollar** contracts till 2022



**Significant Traction** with multiple wins in the **Mid-sized Pharma Space**



**Clinical Business Is Our Fundamental Growth Driver** while Regulatory and PV businesses remain stable



**BA/BE Continues to be Attractive**, with our Chennai facility operating at **Near Full Capacity!**

# Operational Updates

The results of the EU restructuring are beginning to show in an  
**Increased Operational Efficiency**

**Audits/  
Inspections** for  
the current quarter



**2 Regulatory  
Inspections** by Austrian  
Authority and US FDA



**26**  
Customer Audits for both  
existing & new business



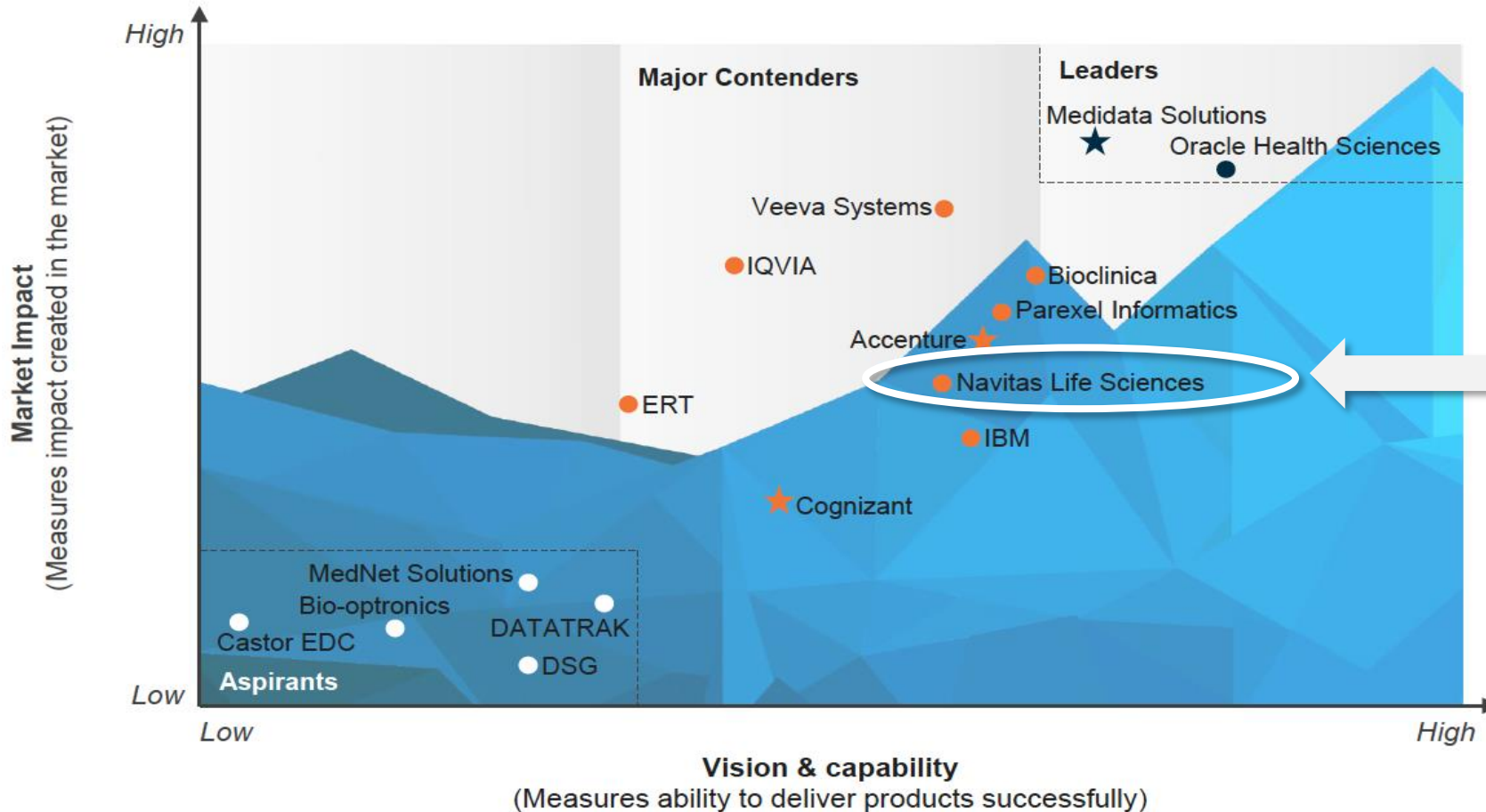
**No Critical  
Findings**  
during the audits/inspections



# Industry Recognition

## Everest Group PEAK Matrix

Life Sciences Clinical Trials Products PEAK Matrix Assessment 2019



TAKE's key brand  
**Navitas Life Sciences** is recognized  
 as a **Major Contender** within 3  
 years of launching as a full-service  
 Clinical Research Organization

1 PEAK Matrix specific to clinical trials software products for life sciences firms

2 Assessment for Bioclinica, ERT, IBM, IQVIA, Navitas Life Sciences, Parexel Informatics, Veeva Systems, Bio-optronics, Castor EDC, DATATRAK, DSG, and MedNet Solutions excludes vendor inputs and is based on Everest Group's proprietary Transaction Intelligence (TI) database, vendor public disclosures, and Everest Group's interactions with buyers



# M&A Updates

The Post-Merger Integration for both acquisitions are **On-track** and **Progressing As Per Plan**

## DataCeutics (Navitas Data Sciences)



Combined BD efforts have resulted in **significant revenue growth** within a short time of 3 months



**Offshoring Model** slated to be operational by Q3 FY20

## KAI Research



**Significant Increase** in business development activity and RFP participation in the US



**Stable Revenues** for the quarter

## Impact

*Management bandwidth in US is significantly expanded*

*Strong momentum in GTM initiatives*

*Combined capabilities have resulted in significant wins*

# Quarterly Performance



Q1 FY20	<b>69.67</b>
Period Average Rate	
Q1 FY19	<b>67.06</b>
Period Average Rate	
Q1 FY20	<b>69.08</b>
Period Closing Rate	
Q1 FY19	<b>68.55</b>
Period Closing Rate	

## Operating Revenue (INR Millions)



## Operating Revenue (USD Millions)



## Operating EBITDA (INR Millions)



## Operating EBITDA (USD Millions)



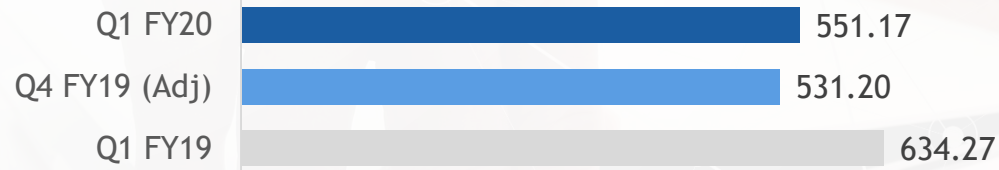
# Quarterly Profitability



Q1 FY20
<b>69.67</b> Period Average Rate
<b>69.08</b> Period Closing Rate

Q1 FY19
<b>67.06</b> Period Average Rate
<b>68.55</b> Period Closing Rate

Q1 FY20 - PBT (INR)  
**INR 551.17 Mn**



Q1 FY20 - PBT (USD)  
**USD 7.92 Mn**



Q1 FY20 - PBT Margin  
**9.44%**

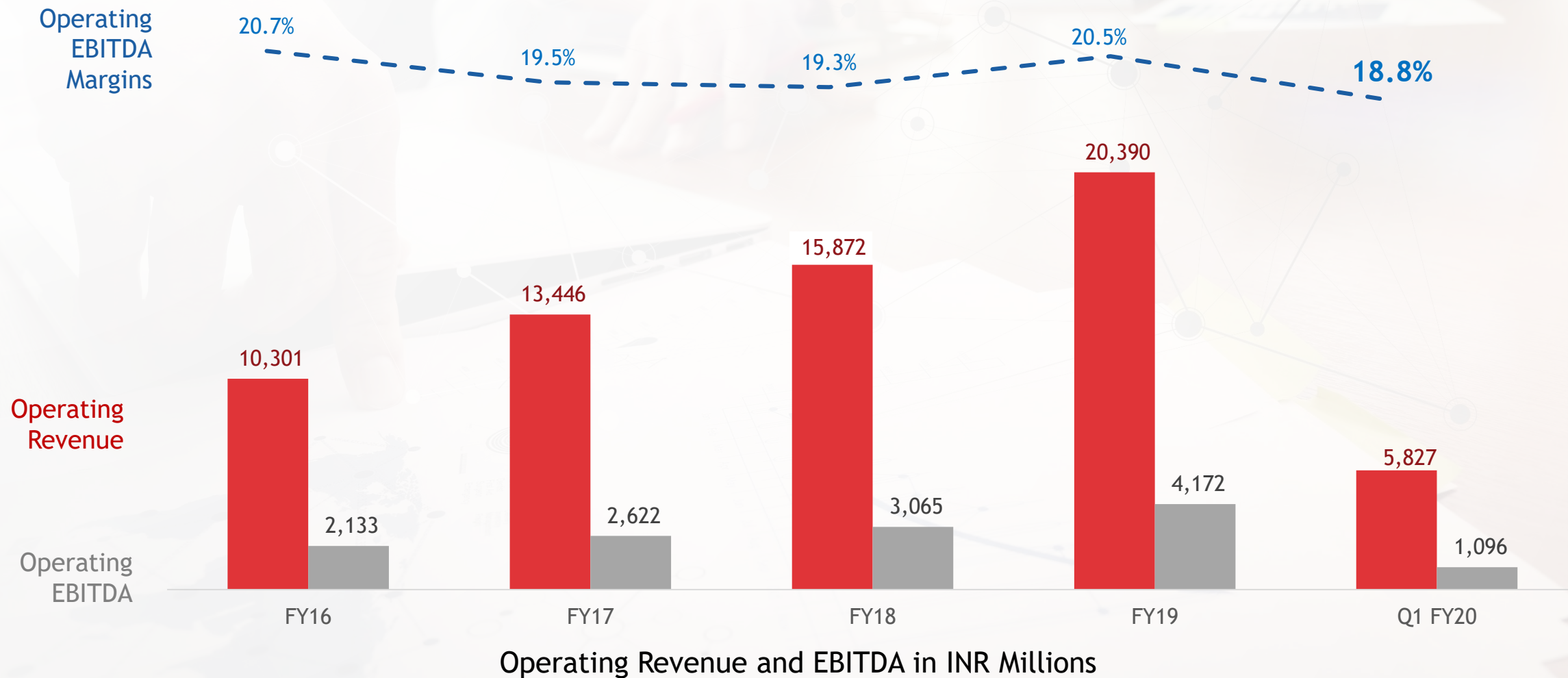


Q1 FY20 - Tax Rate  
**16.39%**



# Financial Growth

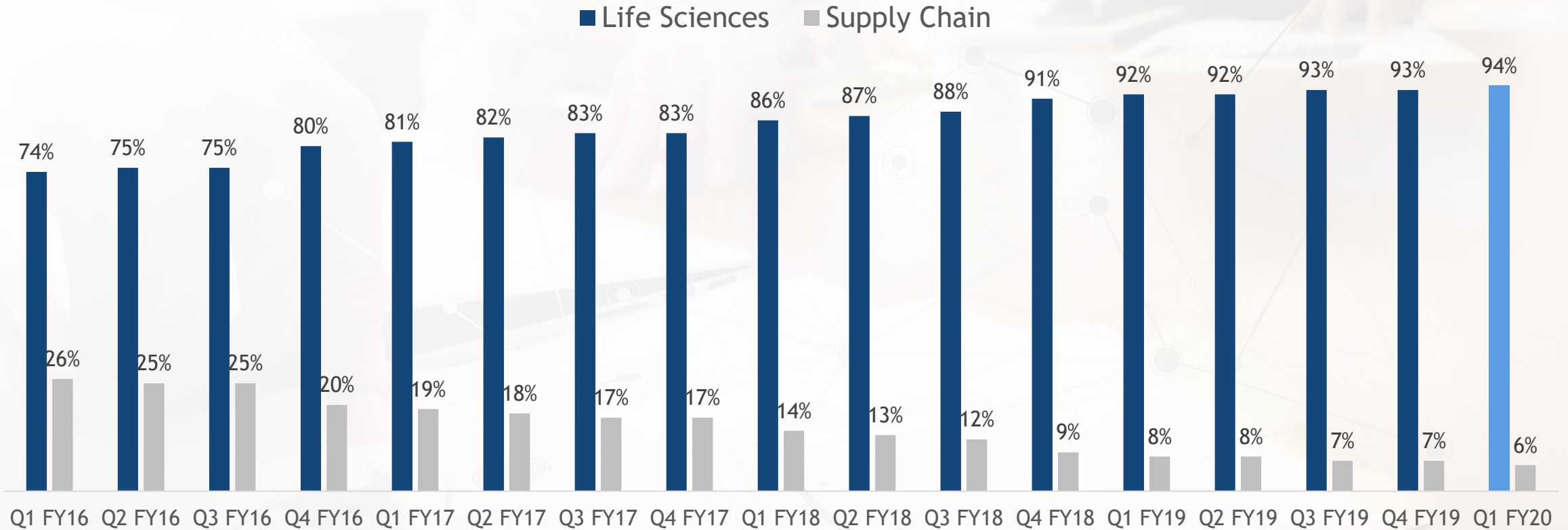
## *Delivering Growth with Healthy Margins*





# Revenue Composition

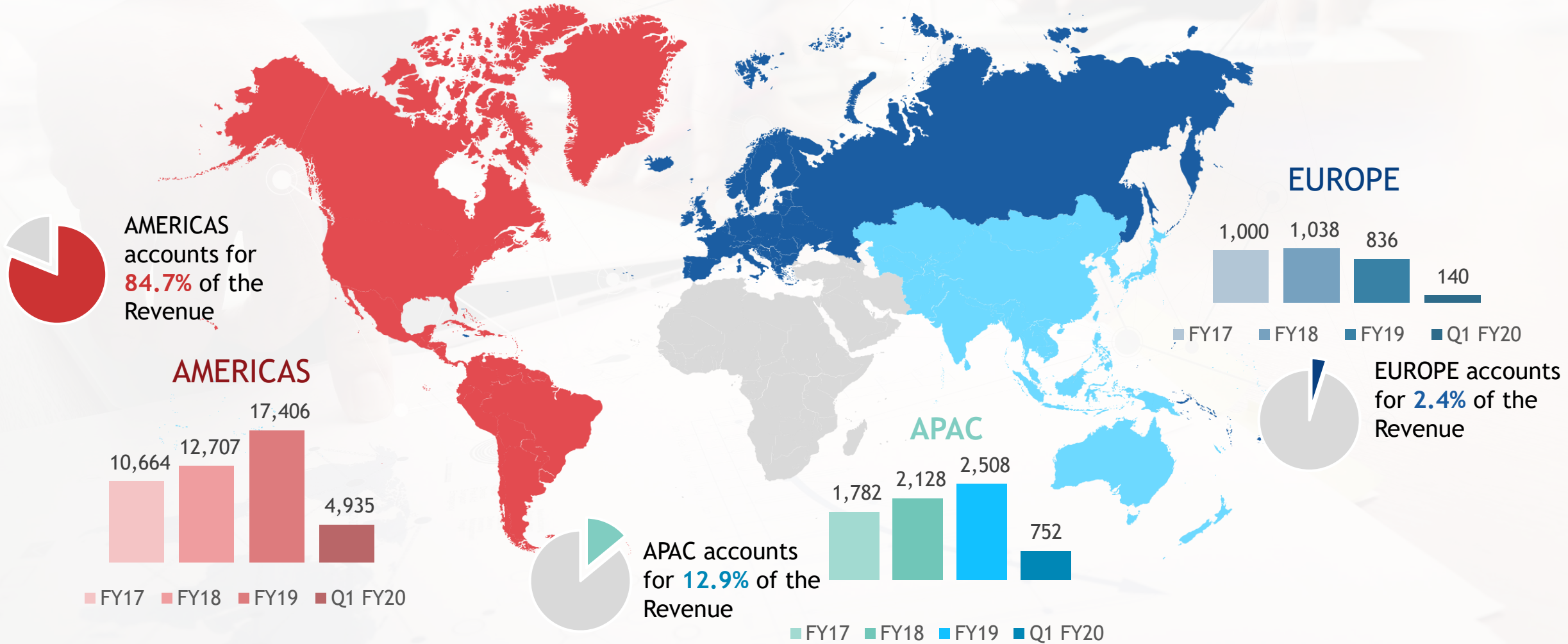
**Moving towards 100% from Life Sciences!**  
(Q1 FY16 - Q1 FY20)



Revenue from **Life Sciences** has grown at **7.63% CQGR**  
as compared to the overall growth in revenue of 6.02% CQGR

# LS Revenue Across Geographies

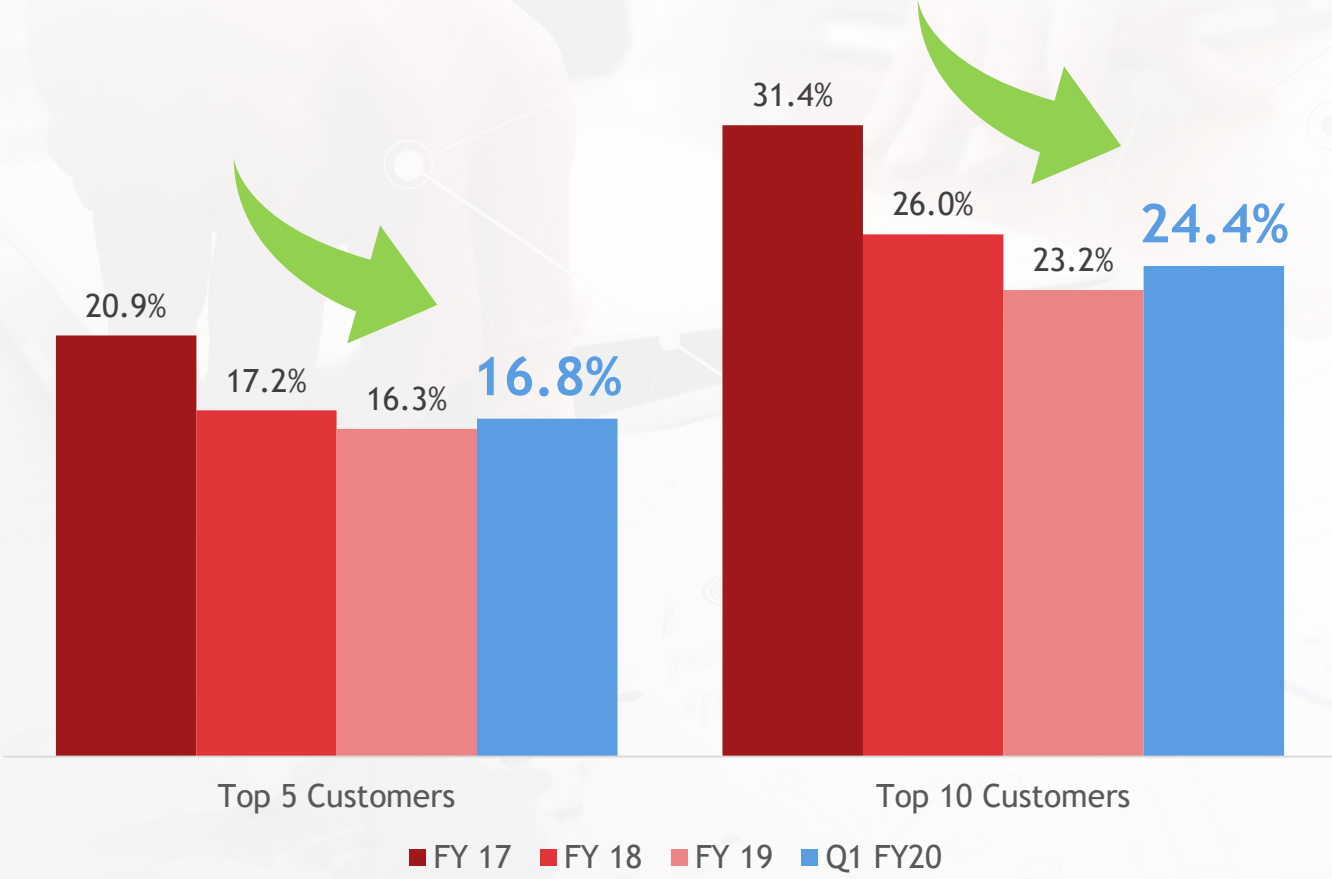
TAKE has widened its business in the **AMERICAS**, while sustaining its APAC operations



All values in INR Millions

# Diversifying Customer Base

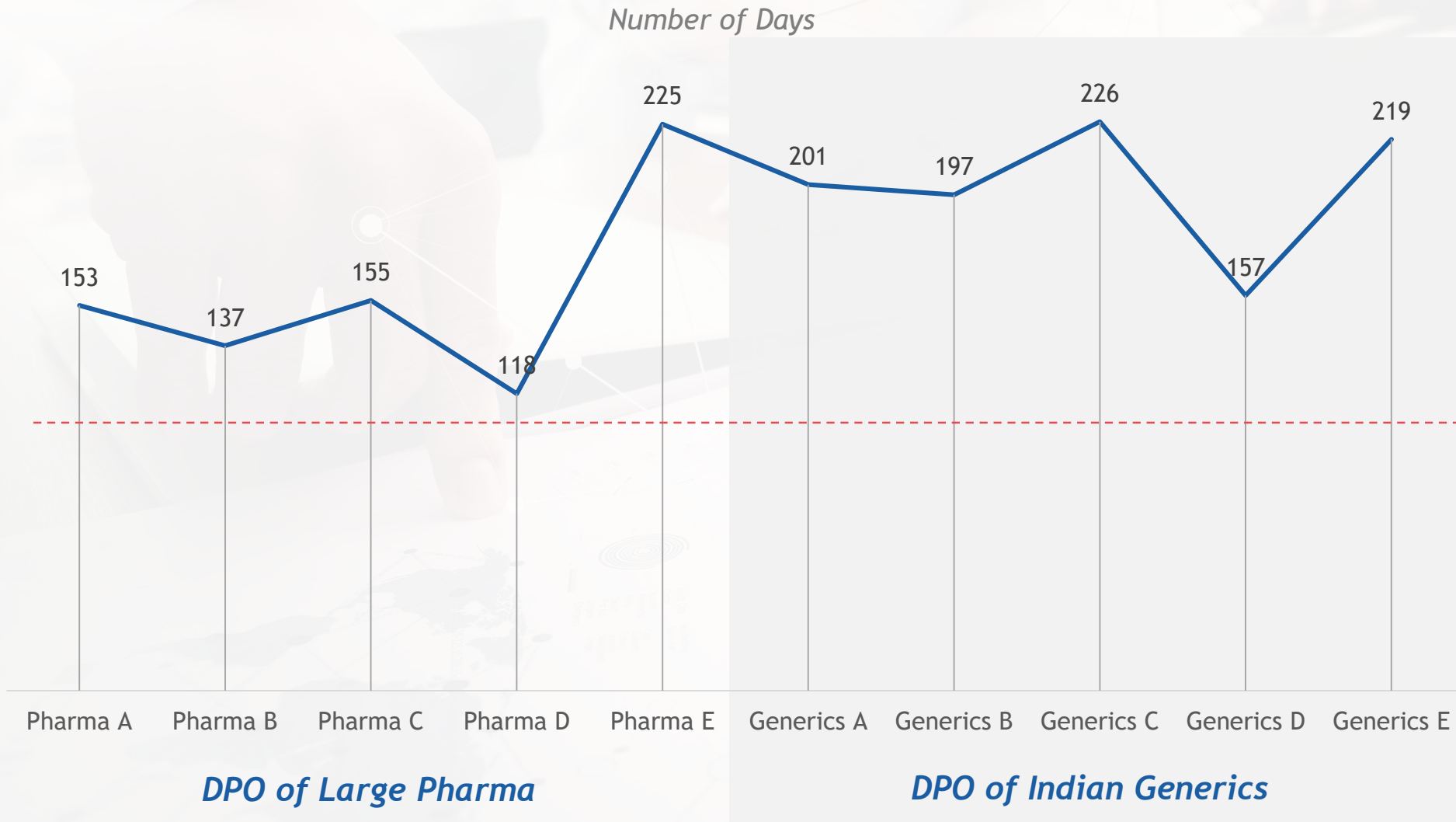
# Reduced dependency on Top Customers



A **Widened Customer Base**, due to increased market penetration with the **Small & Medium Size Players**, has **Reduced Dependence On Our Customers** without losing any large accounts

# DSO Benchmark

**TAKE's DSO Days is in line with the industry standards**



**107 Days**  
TAKE's DSO  
(Q1 FY20)  
Adjusted

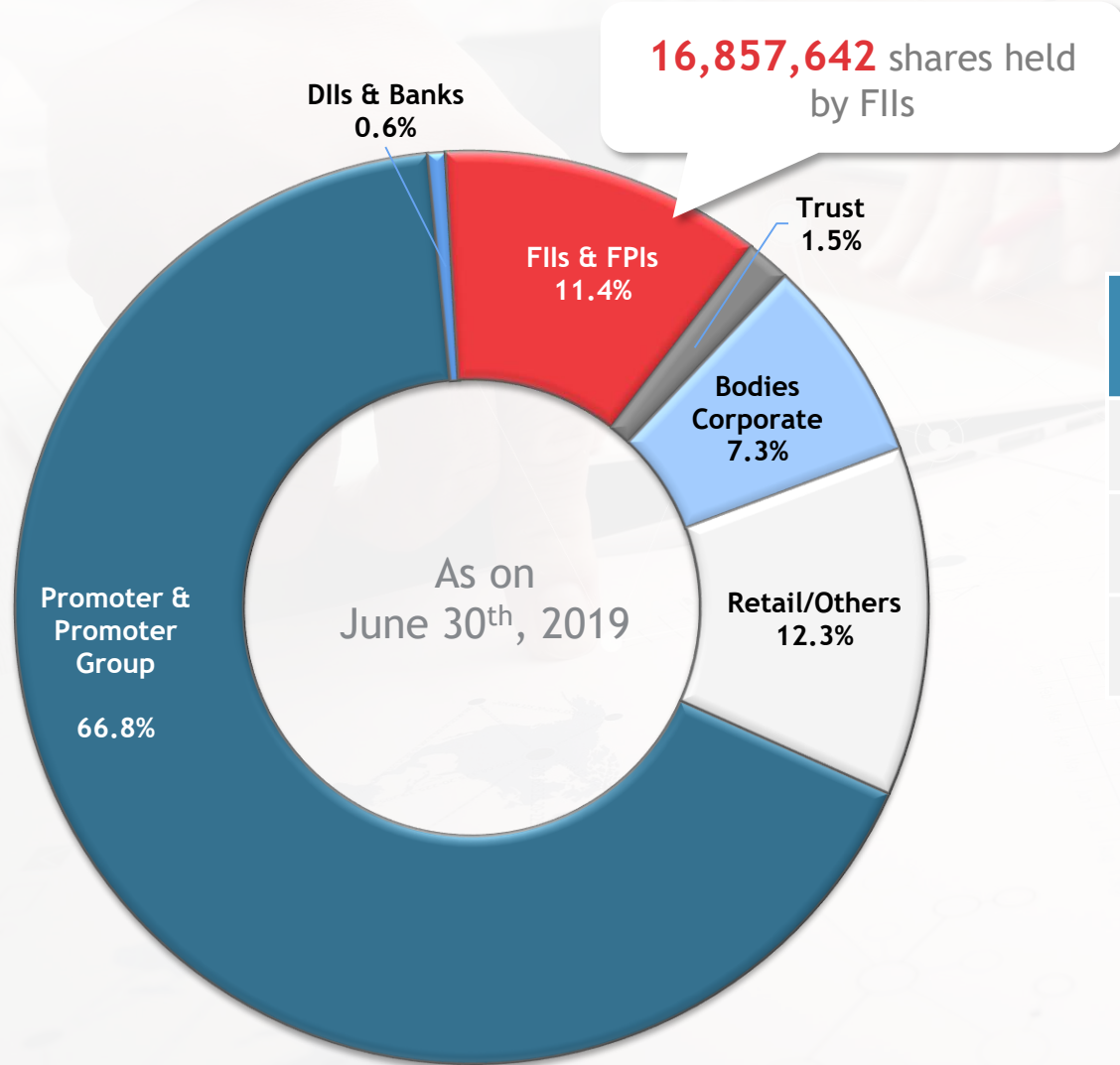


# Trade Receivables



*An emerging trend we are witnessing is customers across segments and geographies renegotiating payment periods in order to address the current market environment. This has resulted in our DSO days going up as compared to last year. However, we are still able to get payments well before some of our customers average DPO days.*

# Shareholding Pattern



## Top Institutional Investors

Investor Name	No of Shares held	%
First State Investments	2,833,153	1.92%
Schroder International	1,992,834	1.35%
TKP Investments BV	1,796,726	1.21%



The Life Sciences Company



# TAKE Solutions

*Overview*



# Who Are We?

## TAKE is a full-service *Clinical Research Organization* With Global Capabilities!

**USA HQ: Princeton, NJ**  
Clinical, Regulatory & Safety consulting and technology centers. Clinical data sciences center in Philadelphia. Clinical trials operations across multiple sites.

**Europe HQ: Germany**  
Major trial operations center in Germany and sites through Europe. Specialists in UK, Sweden, Germany, Poland, Denmark, Russia and other locations.

**APAC HQ: Chennai, India**  
Clinical Operations (Incl. Generics) in Bangalore, Chennai, Mangalore and Manipal. Regulatory & Safety/PV operations hub in Chennai.

**LATAM Delivery Centre: Bogota, Columbia**  
Regulatory & Safety support across 9+ countries in region.

**20 offices across 12 countries**

**Multi-country Multi-site Clinical Trial Capability**  
7500+ sites  
120000+ patients  
25,000 volunteers  
20+ therapeutic areas

**3 Clinical Pharmacology Units for Bioavailability Studies**

**2 Bioanalytical Laboratories**

**2 ISO27001 Compliant Datacenters**



# What do We Do?

## We support clients throughout the **Drug Development & Beyond**



**Clinical**



**Regulatory**



**Safety**



**Consulting**

- Strategic Consulting Including ICH E6 Assessment & Implementation

- Regulatory Information Management
- Product Lifecycle Management
- IDMP Assessment

- PV Oversight
- PV Optimization
- Medical Governance



**Services**

- Full-service Clinical Trials (P1-4) Design, Conduct, Monitoring & Project Management
- Non - Interventional Studies
- Biologics & Biosimilars
- BA/ BE Studies
- Functional Services - Clinical Data Services (including Clinical Data Management, Biostatistics & Programming, Data Standardization, and Medical Writing)

- End-to-End Services
- Product Lifecycle Management
- Submissions & Publishing Management
- Chemistry, Manufacturing and Controls (CMC) Management
- Labeling & Artwork Management

- End-to-End PV Outsourcing
- Medical Writing

## Why Us?

## *Our Results* speak for themselves



**400+**  
Clinical Trials



**1000+**  
Bioequivalence  
Studies



**260+**  
Bioanalytical  
Methods Developed



**150000+**  
Regulatory  
Submissions



**300+**  
Safety Consulting  
Engagements



**40+**  
Successful GCP &  
Non-GCP Audits



**120+**  
Companies are  
Members of NETS

Conducted Clinical Trials for the  
**1<sup>st</sup> Stem Cell Product**  
in the Indian Market

Conducted  
**8% of All Biosimilars Trials**  
in India in 2018

Submitted  
**6% of Total Regulatory**  
Submissions to  
USFDA 2012-2018

# Earnings Conference Call Represented By

**Srinivasan H.R.**

Vice Chairman and  
Managing Director

**Ram Yeleswarapu**

President and CEO

**Subhasri Sriram**

Executive Director  
and CFO

The teleconference will be moderated by  
**Sriraam Rathi**, ICICI Securities Limited

## Conference Call Details

**Time: 4:00 pm (IST) | Date: August 8, 2019** Please dial the below number at least 5-10 minutes prior to the conference schedule to ensure that you are connected to the call in time.

Universal Access Number: +91 22 6280 1144 / +91 22 7115 8045  
Local Access Number: +91 70 4567 1221 (Available all over India)

International Dial In (Toll Free)

Hong Kong: 800 964 448	Singapore : 800 101 2045
UK : 080 8101 1573	USA : 186 6746 2133

International Dial In (Toll)

Hong Kong: 85 230 186 877	Singapore : 65 3157 5746
UK : 44 203 478 5524	USA : 132 3386 8721



# THANK YOU

[www.takesolutions.com](http://www.takesolutions.com)



INSPIRED BY  
**OPPORTUNITY.**  
DRIVEN BY  
**KNOWLEDGE.**

*For more details, please contact:*

[investorrelations@takesolutions.com](mailto:investorrelations@takesolutions.com)



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