

February 12, 2021

TAKE/BSE/2020-21

TAKE/NSE/2020-21

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

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

Dear Sir/Madam,

Sub: Earning Release

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

We are pleased to enclose an earnings release for your reference and record.

Kindly take note of the same.

Thanking you.

Yours sincerely,
For TAKE Solutions Limited



Srinivasan P
Company Secretary



Encl: As above.

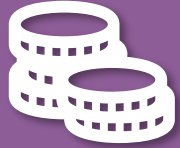
~~UNCERTAIN.~~
Sure to
REBOUND.

Q3 FY21

Earnings Release

Quarter Ended
December 31, 2020

Business Highlights - Significant Traction



Positive
Operating Cash
profit after interest
in Q3



Capacity
utilization is at
60%

Almost doubled
new business
wins in Q3
compared to Q2

2x

Significant
improvement in
Business development
intensity



Business Highlights - Results of focused business development efforts



Sourced **Over \$7mn** of business from a global pharma (rare disease focus)



Increased Annual Contract Value By 23% for a long-term client (top 5 Pharma)



Successfully delivered COVID-19 studies in APAC for a large specialty pharma, leading to **Additional Business In The US Market**



Added 6 New Members to our proprietary industry forums “NETS” in Q3



Won **More Than \$5mn Of New Business** from a single account (top 5 specialty Pharma)

The CRO Industry Is At An Inflection Point - We are poised to TAKE advantage

COVID-19 HAS BROUGHT A MUCH-NEEDED IMPETUS TO DIGITAL TRANSITION



VIRTUAL TRIALS IS NO LONGER JUST A CONCEPT

The global lockdowns have made the industry embrace the full potential of digital health tech like wearables, sensors and apps



THE INDUSTRY IS UNDERGOING A STRUCTURAL TRANSFORMATION

Restructuring of the clinical trial landscape has begun. Returning to the traditional models is highly unlikely



ACCELERATED TRIALS WITH RIGOROUS STANDARDS IS THE NEED OF THE HOUR

Technology platform-based services will be instrumental in rising to meet the demands of the current crisis, without compromises.

COVID-19 Has Changed Clinical Trials Forever
Technology-enabled services is the new normal

OUR HEADSTART

TAKE has been investing in End-to-End Technology stack for over a decade.

OneClinical[®]
Integrated Clinical Enterprise

pharmaREADY[®]

traceREADY[™]

safetyREADY[®]

rimREADY[™]

Domain Expertise - Showcasing Thought Leadership

“Shifting to a new era of technology-based work”
BioSpectrum India, Dec 2020

PUBLISHED ARTICLES

“Drug makers brace themselves for cyber-attacks in virus times”
The Hindu Business Line, All India, Nov 2020

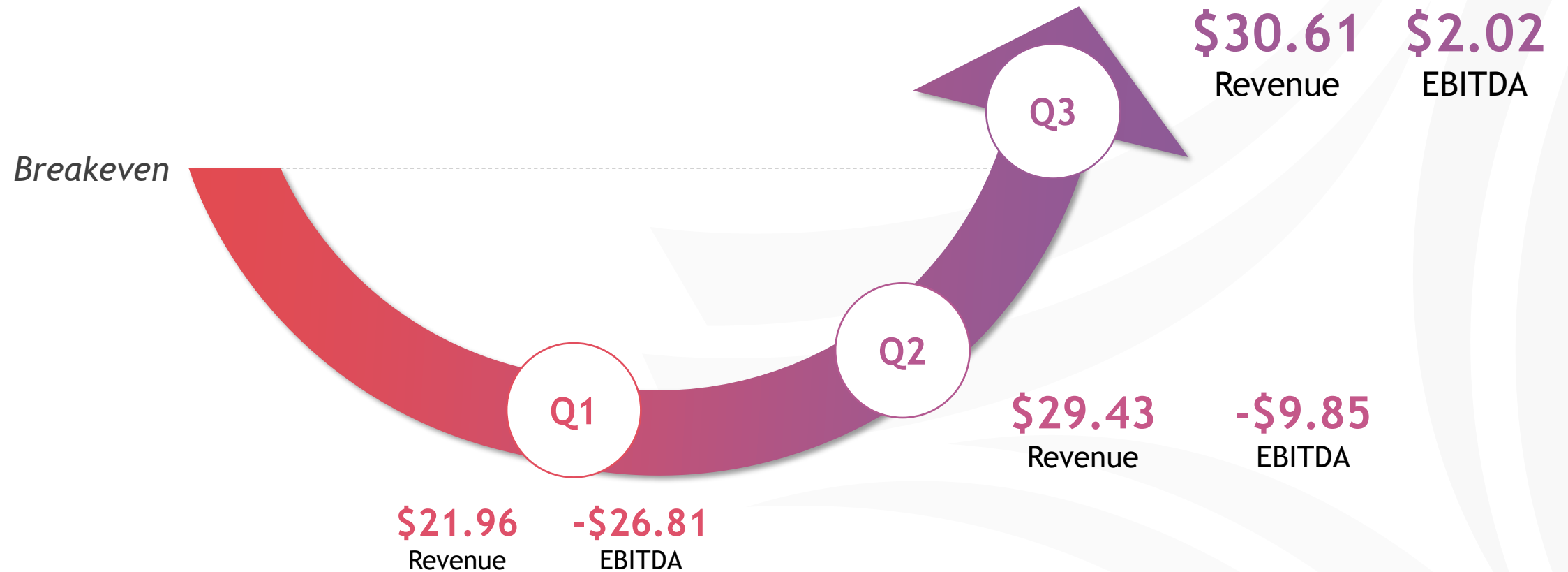
“Moving ahead with Intelligent Virtual Clinical Trials”
PharmaFocus Asia, Dec 2020



“Demand for pharmacovigilance services arises amid COVID-19”
The Hindu Business Line, All India, Oct 2020

[Click Here For More Info](#)

Q3 - Moderate Recovery & Healthy Outlook



Quarterly Performance



Dollar Rates

Q3 FY21	73.82
Period Average Rate	
Q2 FY21	73.09
Period Closing Rate	

Q3 FY21	74.32
Period Average Rate	
Q2 FY21	73.70
Period Closing Rate	

Q3 FY20	71.15
Period Average Rate	
Q2 FY20	71.33
Period Closing Rate	

Revenue (INR Millions)



Revenue (USD Millions)



EBITDA (INR Millions)



EBITDA (USD Millions)



Q3 results witnessed a moderate paced recovery and turned **EBITDA positive**

Quarterly Performance of the Continuing Business*



Dollar
Rates

Q3 FY21

73.82

Period Average Rate

73.09

Period Closing Rate

Q2 FY21

74.32

Period Average Rate

73.70

Period Closing Rate

Q3 FY20

71.15

Period Average Rate

71.33

Period Closing Rate

Revenue (INR Millions)



Revenue (USD Millions)



EBITDA (INR Millions)



EBITDA (USD Millions)



* Continuing Ops Figures - Excluding the impact of business divested (discontinued operation - supply chain) during the quarter Q2 FY21.

Quarterly Profitability



Q3 FY21
73.82
Period Average Rate
73.09
Period Closing Rate

Q2 FY21
74.32
Period Average Rate
73.70
Period Closing Rate

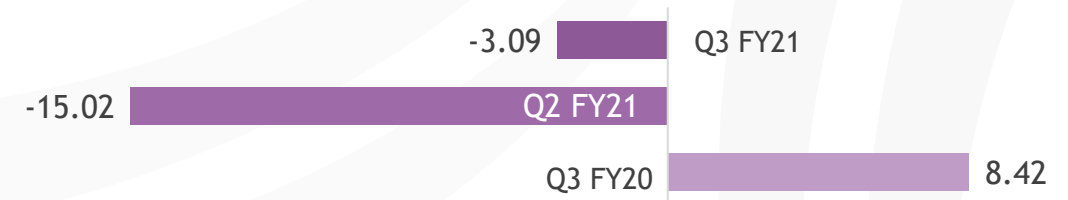
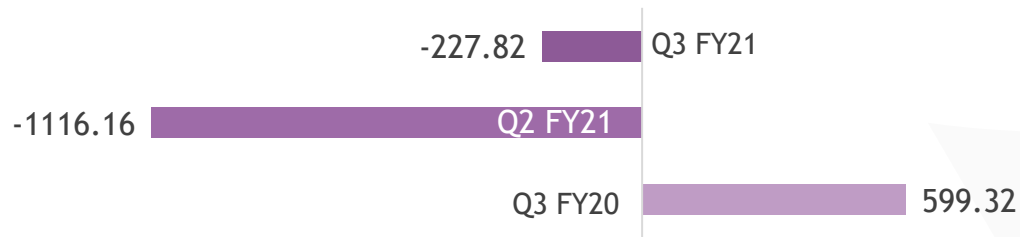
Q3 FY20
71.15
Period Average Rate
71.33
Period Closing Rate

Q3 FY21 - PBT (INR)
INR -227.82 Mn

↑ 79.59%
Q-o-Q

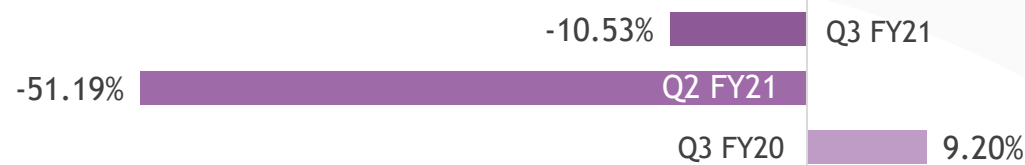
Q3 FY21- PBT (USD)
USD -3.09 Mn

↑ 79.45%
Q-o-Q



Q3 FY21 - PBT Margin
-10.53%

↑ 40.66%
Q-o-Q



YTD Performance



	Q3 FY21	Q2 FY21	Q3 FY20
Period Average Rate	73.82	74.32	71.15
Period Closing Rate	73.09	73.70	71.33

Revenue (INR Millions)



Revenue (USD Millions)



EBITDA (INR Millions)



EBITDA (USD Millions)



Profit & Loss account

All figures in INR Mn

Particulars	FY 20	Q1 FY 21	Q2 FY 21	Q3 FY 21	YTD FY21
Revenue from Operations	22,129	1,659	2,181	2,164	6,003
Other Income	264	33	7	96	136
Total Income	22,393	1,692	2,187	2,260	6,139
Expenses					
Cost of Revenue	6,616	523	726	537	1,787
Employee benefits expenses	7,186	1,287	1,398	1,191	3,876
Finance Costs	413	102	94	94	290
Depreciation and amortisation	1,669	303	289	283	876
Other Expenses	6,638	1,874	796	382	3,052
Total Expenses	22,522	4,090	3,304	2,487	9,881
Profit / (Loss) before tax	(129)	(2,398)	(1,116)	(228)	(3,742)
Tax Expense					
Current tax	415	27	20	9	56
Deferred tax	(417)	(15)	19	20	24
Short/(Excess) Provsion for earlier years	(17)	-	-	-	-
Profit / (Loss) for the year	(109)	(2,409)	(1,156)	(256)	(3,821)

Earnings Conference Call Represented By

Srinivasan H.R.
Vice Chairman and
Managing Director

Shobana N.S
Executive
Director

Lalit Mahapatra
Chief Financial
Officer

Dr Ayaaz Hussain Khan
Global Head,
Generics

Sowmya Kaur
Clinical Head
for APAC

Conference Call Details

Time: 16:30 (IST) | Date: February 12th, 2021, 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: +91-7045671221 (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

Diamond Pass registration [Link](#)

Call Co-ordinator

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Mr. Vinay Bafna: Phone: +91 22 6637 7339, e-mail: vinay.bafna@icicisecurities.com

For any clarification, please contact:

Mr. Rushad Kapadia: Phone: +91 22 6637 7334, e-mail: rushad.kapadia@icicisecurities.com

Ms. Divya Purohit: Phone: +91 22 6637 7454, e-mail: divya.purohit@icicisecurities.com

THANK YOU

For more details, please contact:

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www.takesolutions.com