


Earnings Release

Quarter Ended June 30, 2019



INSPIRED BY
OPPORTUNITY.
DRIVEN BY
KNOWLEDGE.



Enabling Business Efficiencies

The Life Sciences Company

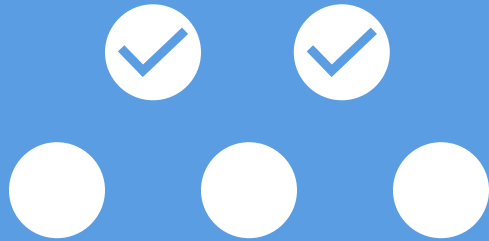


As a **Life Sciences** company actively engaged in R&D, we have been reclassified under the **Pharmaceuticals Industry** on both the BSE and NSE



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

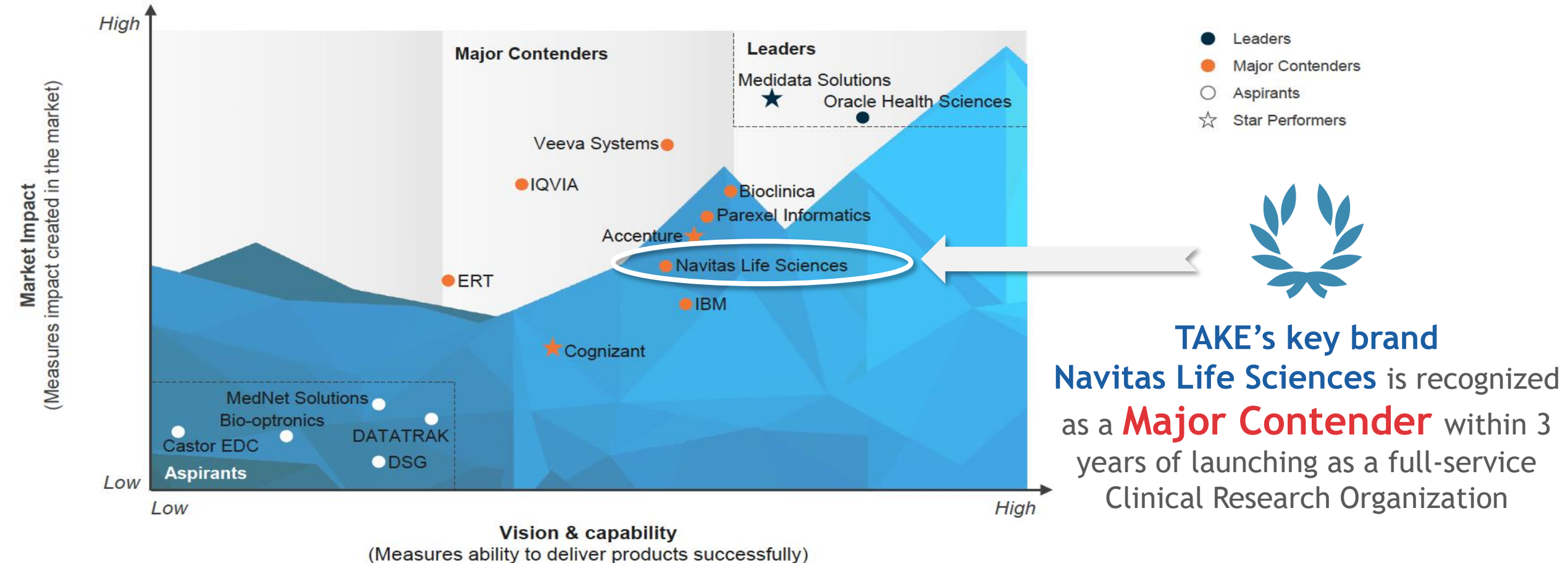


**No Critical
Findings**
during the audits/inspections

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



Dollar
Rates

Q1 FY20

69.67

Period Average Rate

69.08

Period Closing Rate

Q1 FY19

67.06

Period Average Rate

68.55

Period Closing Rate

Operating Revenue (INR Millions)

Q1 FY19

4,675.41

Q1 FY20

5,827.43

Y-o-Y Growth (%)

24.64 %

Q-o-Q Growth (%)

9.14 %

Q4 FY19

5,339.38

Operating Revenue (USD Millions)

Q1 FY19

69.72

Q1 FY20

83.64

Y-o-Y Growth (%)

19.97%

Q-o-Q Growth (%)

10.24%

Q4 FY19

75.87

Operating EBITDA (INR Millions)

Q1 FY19

932.28

Q1 FY20

1,095.55

Y-o-Y Growth (%)

17.51 %

Q-o-Q Growth (%)

35.14 %

Adjusted **9.97 %**

Q4 FY19

810.69

Q4 FY19 (Adjusted)

996.24

Operating EBITDA (USD Millions)

Q1 FY19

13.90

Q1 FY20

15.73

Y-o-Y Growth (%)

13.17 %

Q-o-Q Growth (%)

35.72 %

Adjusted **9.77 %**

Q4 FY19

11.59

Q4 FY19 (Adjusted)

14.33

Quarterly Profitability



Q1 FY20

69.67

Period Average Rate

69.08

Period Closing Rate

Q1 FY19

67.06

Period Average Rate

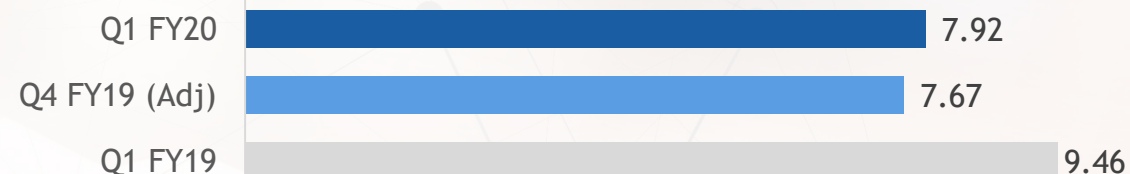
68.55

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%

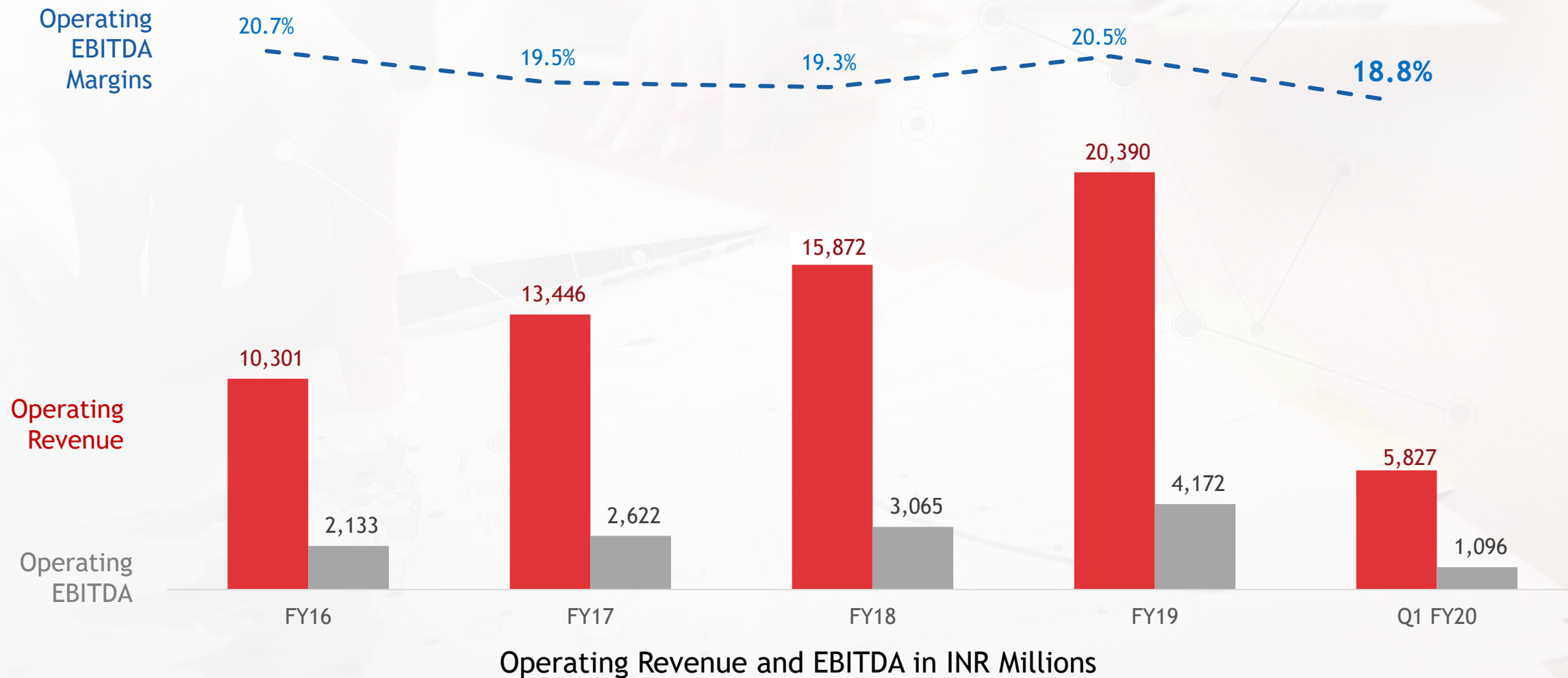


Q1 FY20 - Tax Rate
16.39%



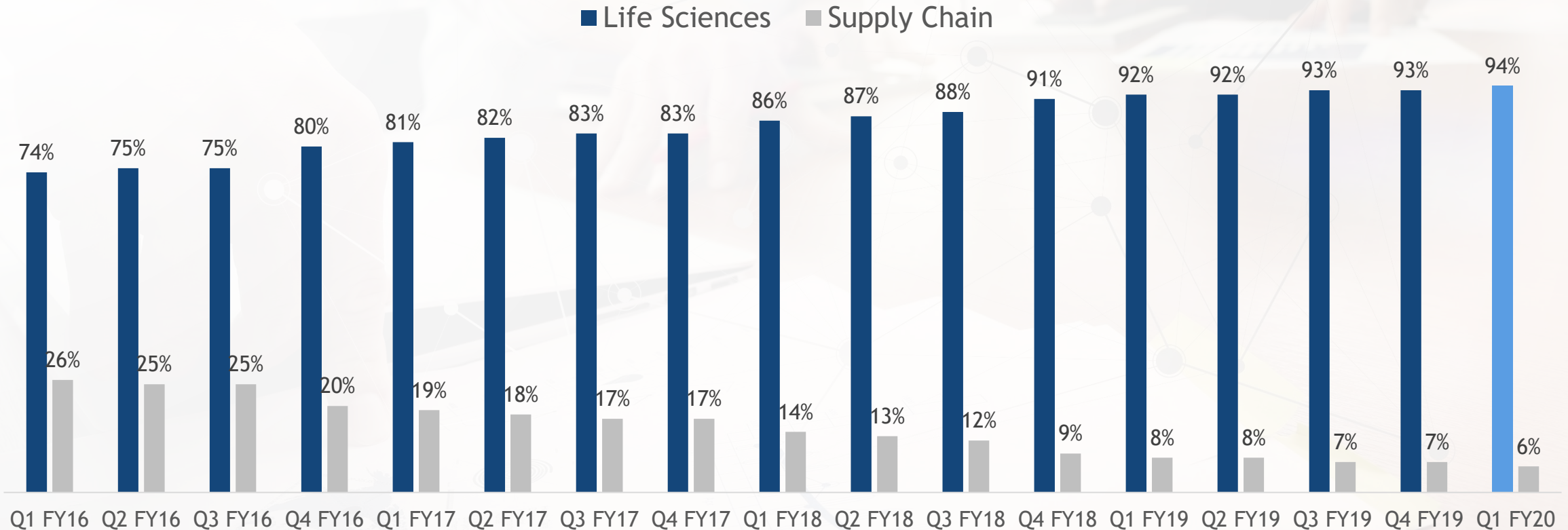
Financial Growth

Delivering Growth with Healthy Margins



Revenue Composition

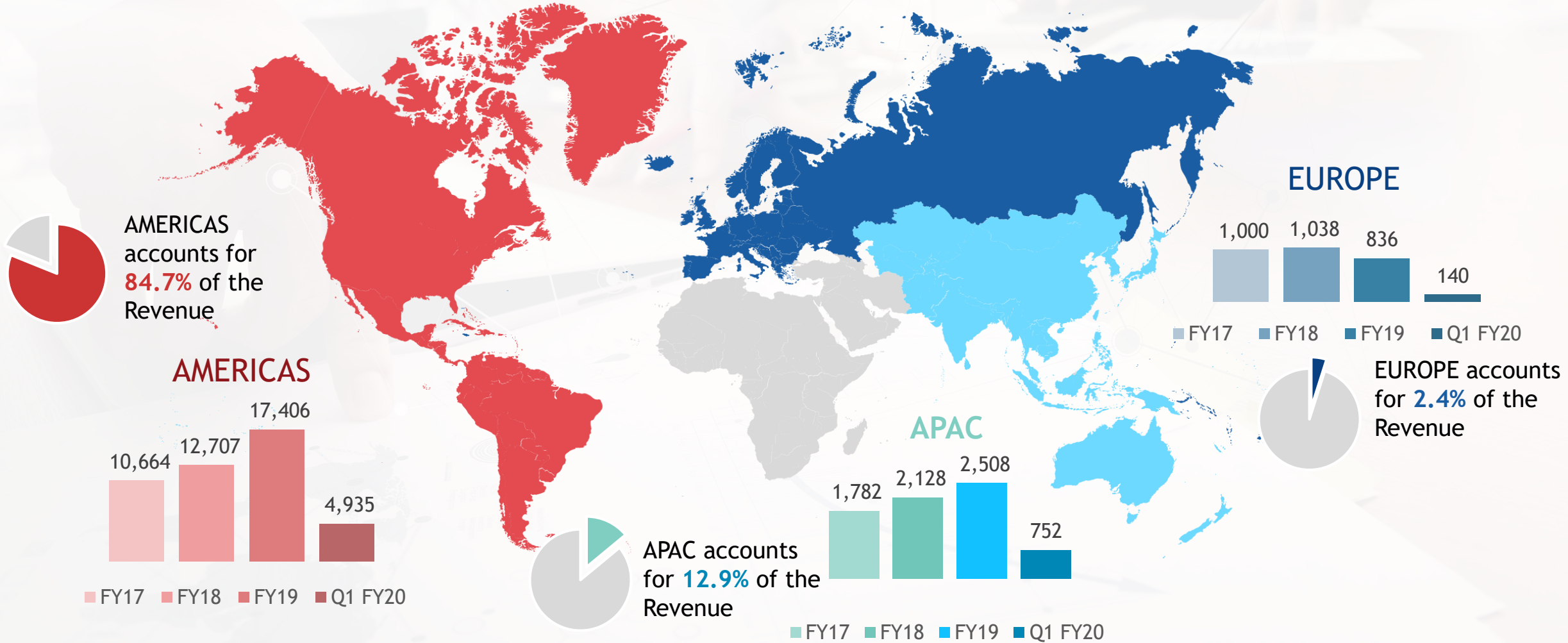
Moving towards 100% from Life Sciences!
(Q1 FY16 - Q1 FY20)



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

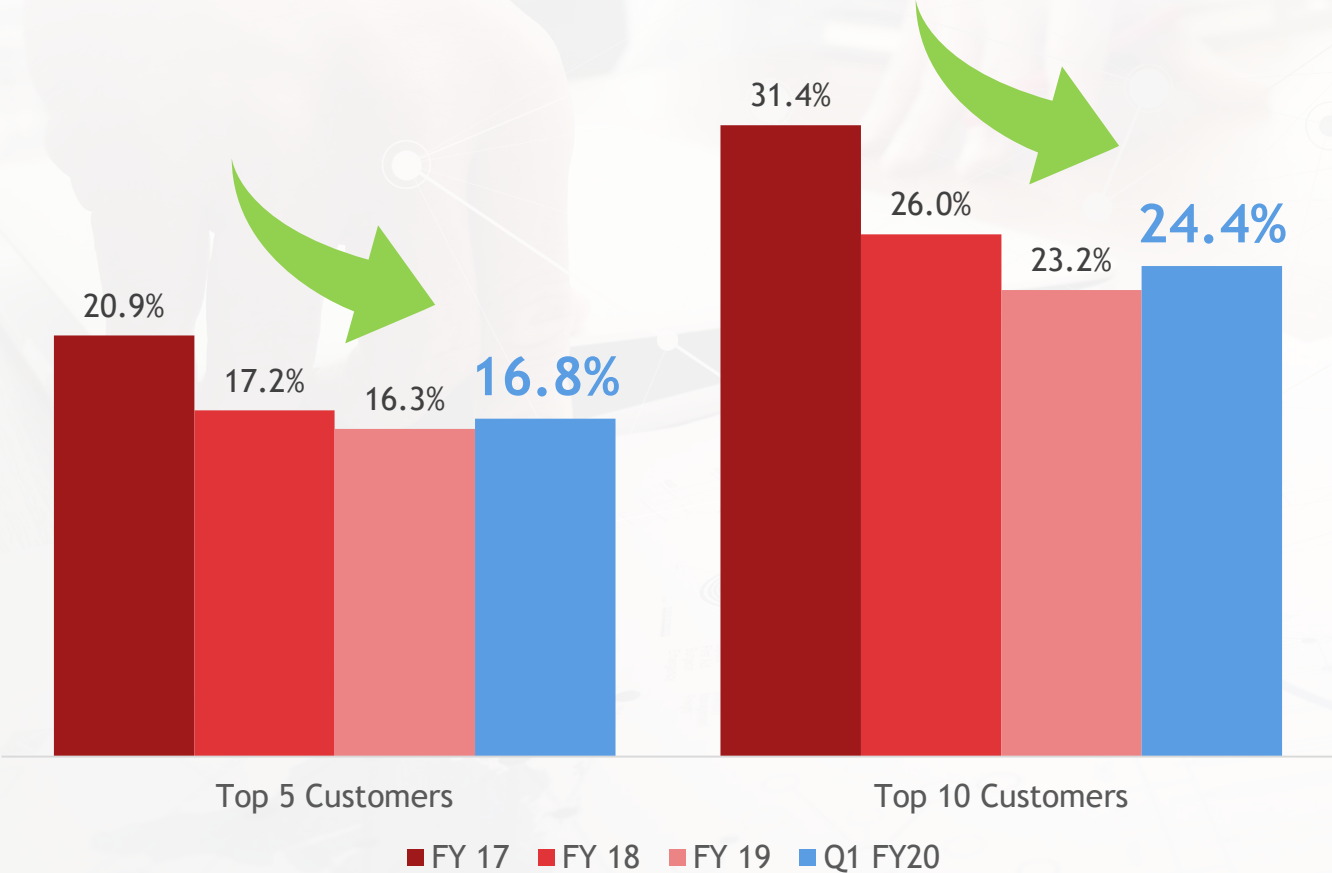
*TAKE has widened its business in the **AMERICAS**, while sustaining its APAC operations*



All values in INR Millions

Diversifying Customer Base

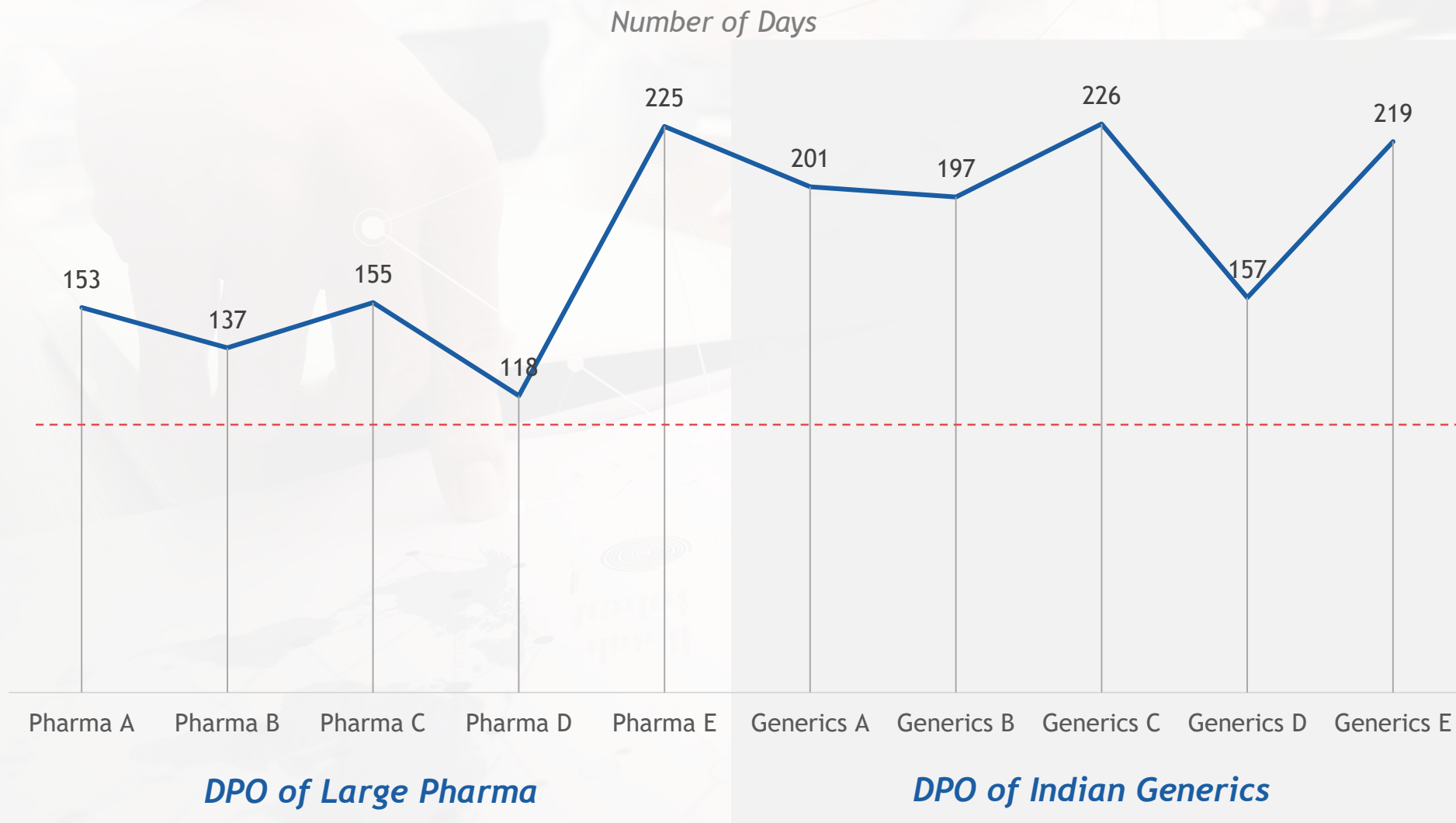
Reduced dependency on Top Customers



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

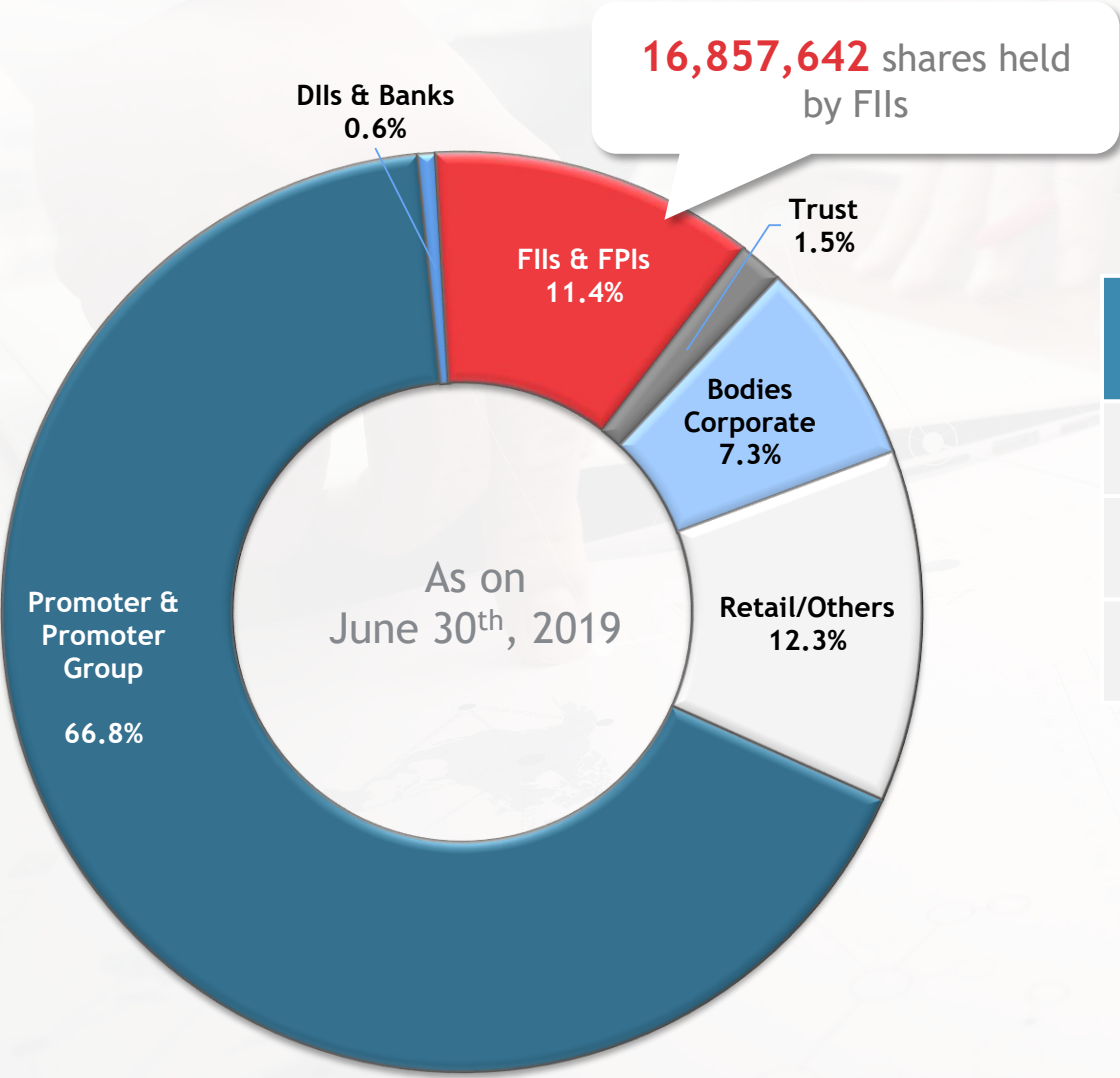
TAKE's DSO
(Q1 FY20)
Adjusted

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

A background image showing a close-up of a hand holding a pen, writing on a document. The document contains various charts, including a bar chart and a line graph. The image is slightly blurred, giving it a professional and focused appearance.

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.

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

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

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
1st 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

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OPPORTUNITY.
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KNOWLEDGE.

For more details, please contact:

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