



Enabling Business Efficiencies



Earnings Release

Quarter Ended December 31, 2018



Awarded 3 Year Regulatory

Renewal Contract (Value USD 15+ Mn)
From A Top 5 Global Pharma Company

*Industry practice is to award only
annual contracts*



Interim Dividend
Of 30% declared



New Dossier Printing
Facility
inaugurated in
Chennai



NETs forum held in New York,
London and Mumbai in
November, received highest ever
value rating of 91% from
participants



Added 7 New
Significant Logos
to our Clientele in
this Quarter

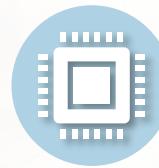
Building Our Global Clinical Capabilities

Inorganic Growth via **Strategic Acquisitions In USA**

Strengthening our
Clinical Presence
in the USA



US Is **The Largest Market For Clinical Outsourcing!**



Enhancing TAKE's own AI-driven Clinical Platform through the acquisition of **High-end Data Sciences** Capabilities



Establishing **CRO Presence In USA** enabling bidding for large global clinical trials



Increased Market Reach to small and medium players in North America



Build Domain Expertise and Consulting Capabilities through high-quality experienced team

Augmented Clinical Data Services Offerings

Specialty Clinical Functional Service Provider

Offerings include High-end SAS based statistical programming, clinical reporting and clinical data management

Therapeutic Experience across Oncology, Cardiology, Pulmonology, Infectious Disease and Central Nervous System

Clientele



Acquired High-end Data Sciences Company **DataCeutics**

Revenue Synergies



High-value Data Sciences Offering through combined capabilities



Executive Connects & Cross Selling for current clients in Regulatory and Safety verticals



Integrated Delivery Model enables bidding for high-value projects



Enhanced Domain And Technology Capabilities through the incorporation of Data Sciences into existing technology platforms

Delivery Capability Synergies

Expanding CRO Operations in USA

Niche, US-based, Contract Research Organization (CRO)

Offerings include Clinical Trial Management and Clinical Research Consultation

Therapeutic Experience across mental health, musculoskeletal diseases, neurology, infectious diseases, oncology and medical devices

Clientele



Acquiring US-based CRO **KAI Research**

Augmented Client Base



Pitch for Larger Clinical Deals with addition of sites and local clinical trial management capabilities in USA



Conduct long-term and large-ticket federal studies through KAI's strong client base of federal agencies



Expand market reach to attract North American SMEs with KAI's expertise in the growing biotech market



Global clinical operations Offering by leveraging KAI's strong delivery capabilities in USA

Clinical Delivery Capability Synergies

Quarterly Performance



Dollar
Rates

Q3 FY19

72.02

Period Average Rate

69.57

Period Closing Rate

Q2 FY19

70.11

Period Average Rate

72.58

Period Closing Rate

Q3 FY18

64.80

Period Average Rate

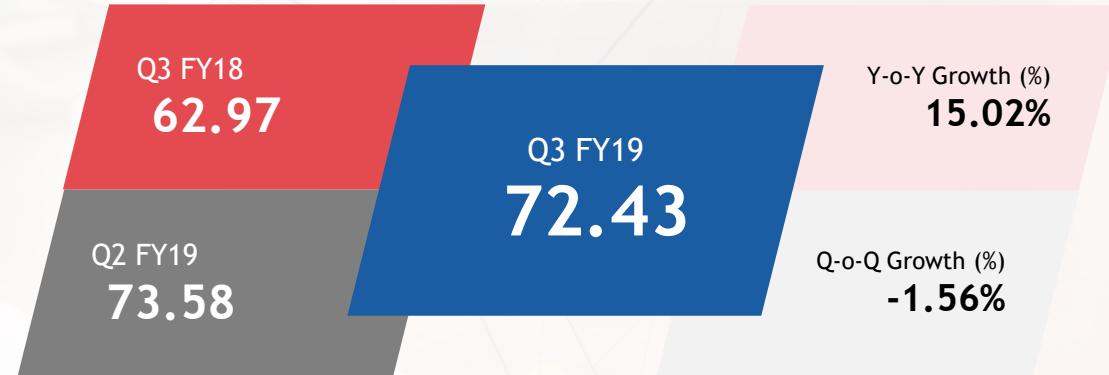
63.84

Period Closing Rate

Operating Revenue (INR Millions)



Operating Revenue (USD Millions)



Operating EBITDA (INR Millions)



Operating EBITDA (USD Millions)



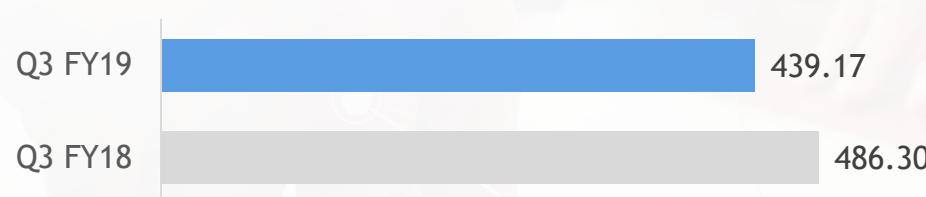
Quarterly Profitability



	Q3 FY19	Q2 FY19	Q3 FY18
Dollar Rates			
Period Average Rate	72.02	70.11	64.80
Period Closing Rate	69.57	72.58	63.84

Q3 FY19 - PBT(INR)
INR 439.17 Mn

9.69%



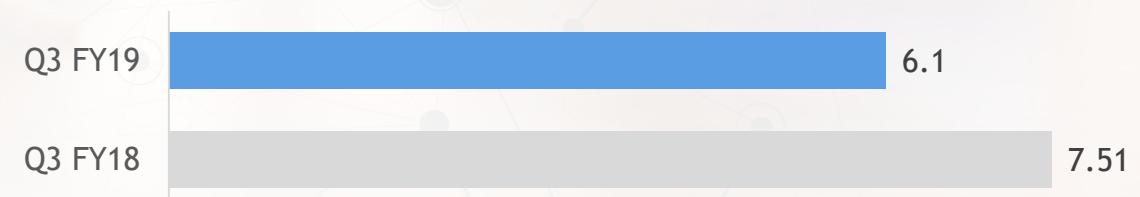
Q3 FY19 - PBT Margin
8.42%

346 bps



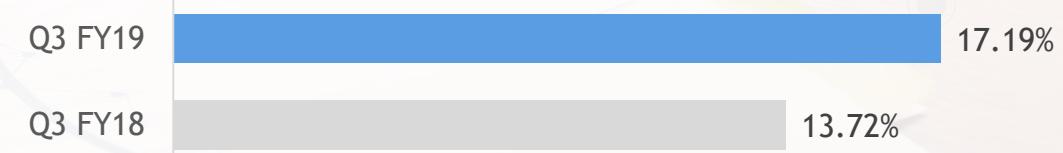
Q3 FY19 - PBT (USD)
USD 6.10 Mn

18.75%



Q3 FY19 - Tax Rate
17.19%

347 bps



Increase in expenses in Q3 on account of various initiatives like Due Diligence, Legal, etc, arising out of M&A and also on account of providing for currency fluctuations during the quarter

YTD Performance



Period Average
Dollar Rates

Q3 FY19
72.02
Q3 FY18
64.80

Q2 FY19
70.11
Q2 FY18
64.37

Q1 FY19
67.02
Q1 FY18
64.56

Operating Revenue (INR Millions)



Operating Revenue (USD Millions)



Operating EBITDA (INR Millions)



Operating EBITDA (USD Millions)



YTD Profitability



Period Average
Dollar Rates

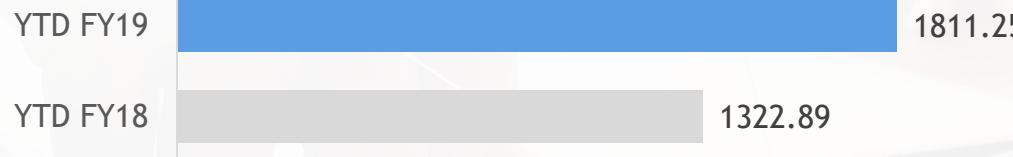
Q3 FY19
72.02
Q3 FY18
64.80

Q2 FY19
70.11
Q2 FY18
64.37

Q1 FY19
67.02
Q1 FY18
64.56

YTD FY19 - PBT(INR)
INR 1,811.25 Mn

↑ 36.92%



YTD FY19 - PBT Margin
12.03%

↑ 39 bps



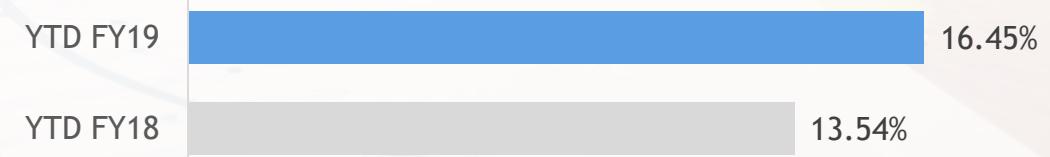
YTD FY19 - PBT (USD)
USD 26.08 Mn

↑ 27.28%



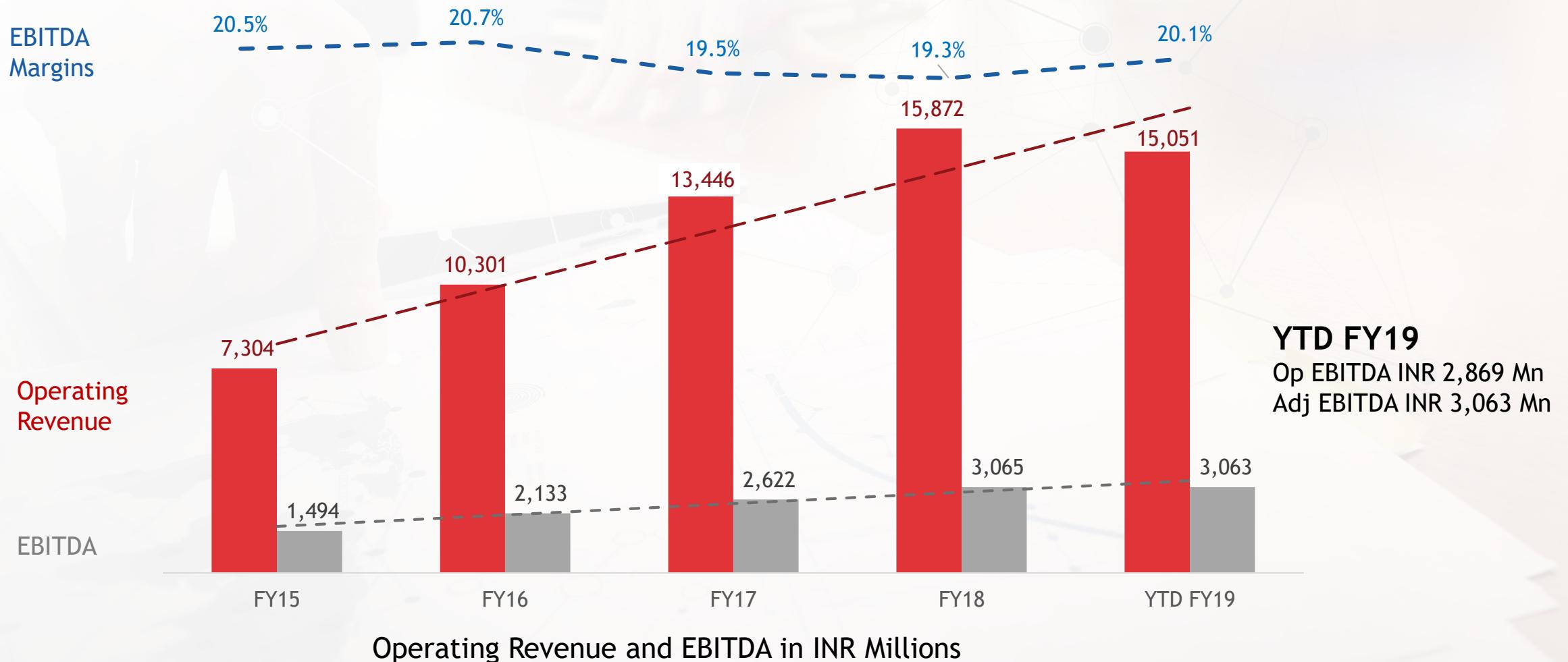
YTD FY19 - Tax Rate
16.45%

↑ 291 bps



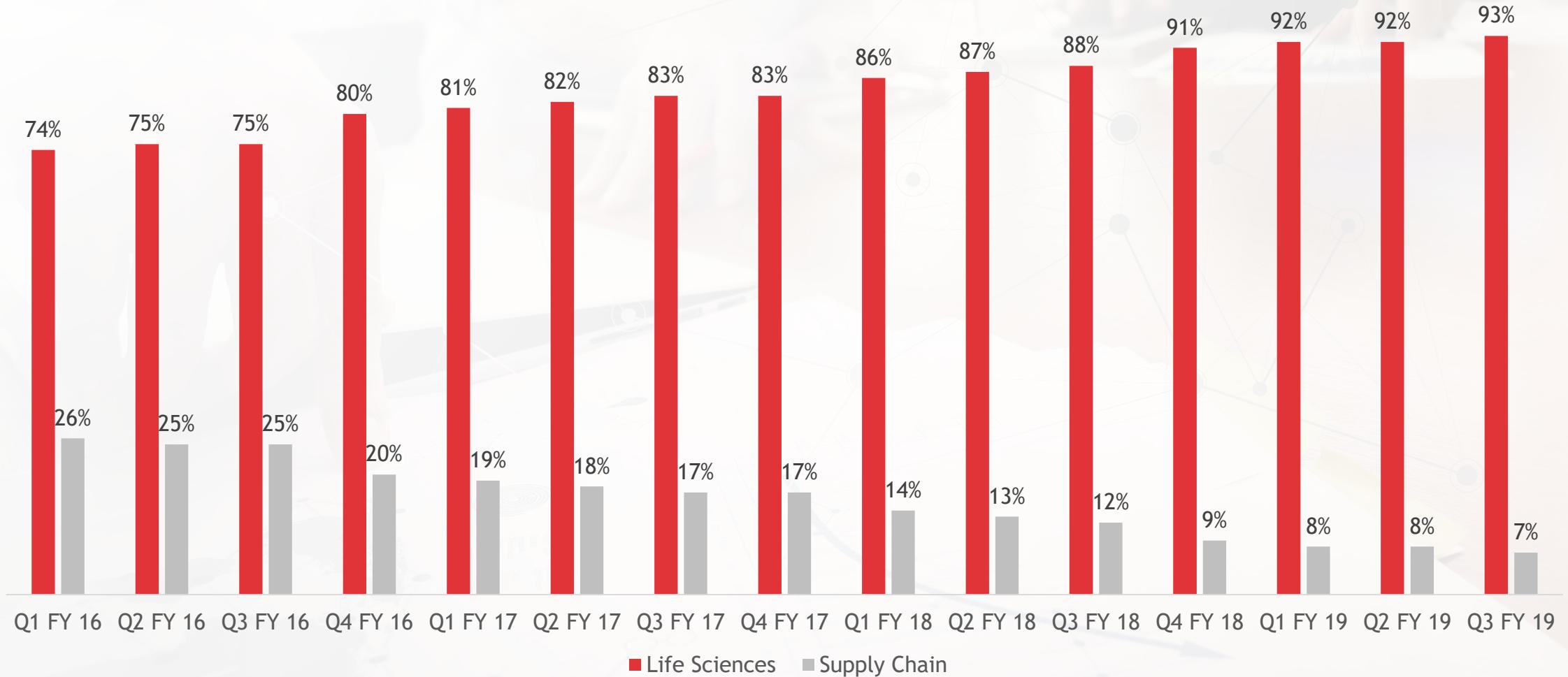
Financial Growth

Delivering Growth with Healthy Margins



Revenue Composition

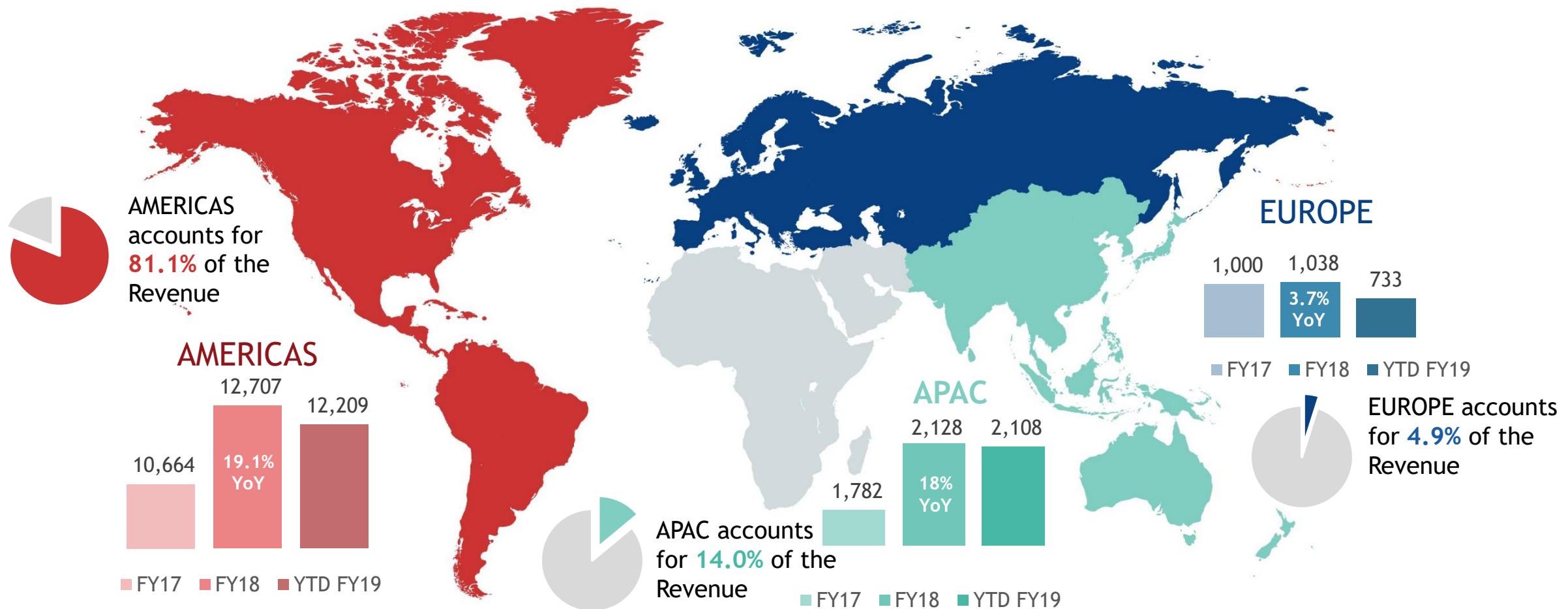
Moving towards 100% from Life Sciences!
(Q1 FY16 - Q3 FY19)



Revenue from **Life Sciences** has grown at **7.78% CQGR** as compared to the overall growth in revenue of **6.07% CQGR**.

LS Revenue Across Geographies

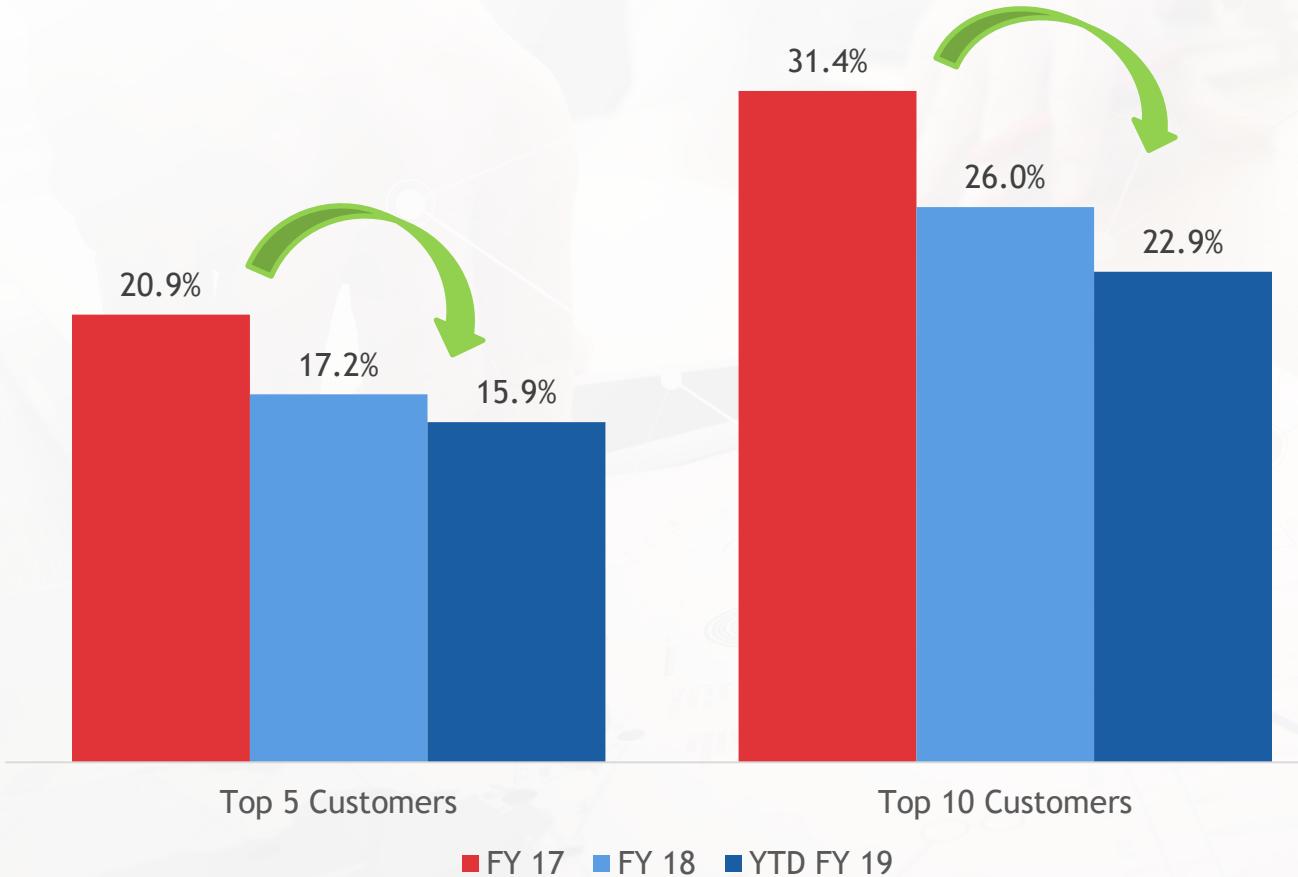
*Significant increase in
AMERICAS and APAC footprint*



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

Diversifying Customer Base

Reduced dependency on Top Customers



TAKE has **Widened** its **Customer Base** over the financial year, thereby reducing the dependency on top customers, without having to lose any of its large accounts. This is also on account of TAKE's **Penetration Into Market** comprising of small and medium size players.

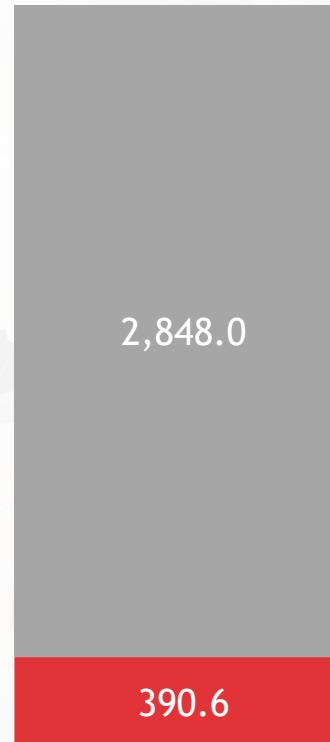
Borrowings

No increase in Borrowings!

INR 3,242.2 Mn



INR 3,238.6 Mn



The total borrowings of the Group has not increased since December 2017. The

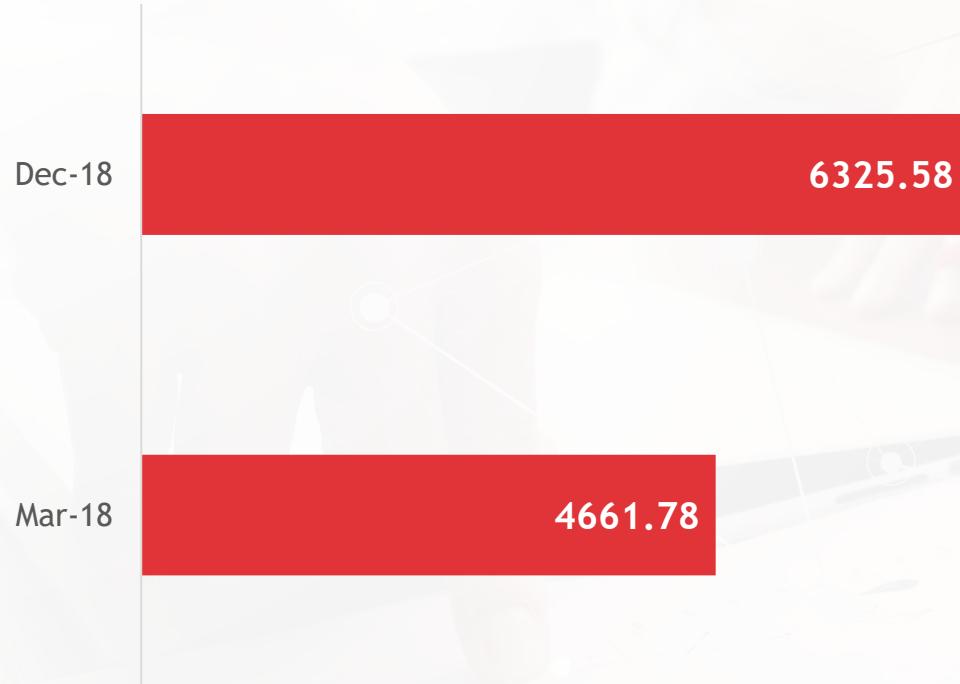
additional fund requirements have been

**Funded From Internal
Accruals And Capital Infusion**

through preferential allotment.

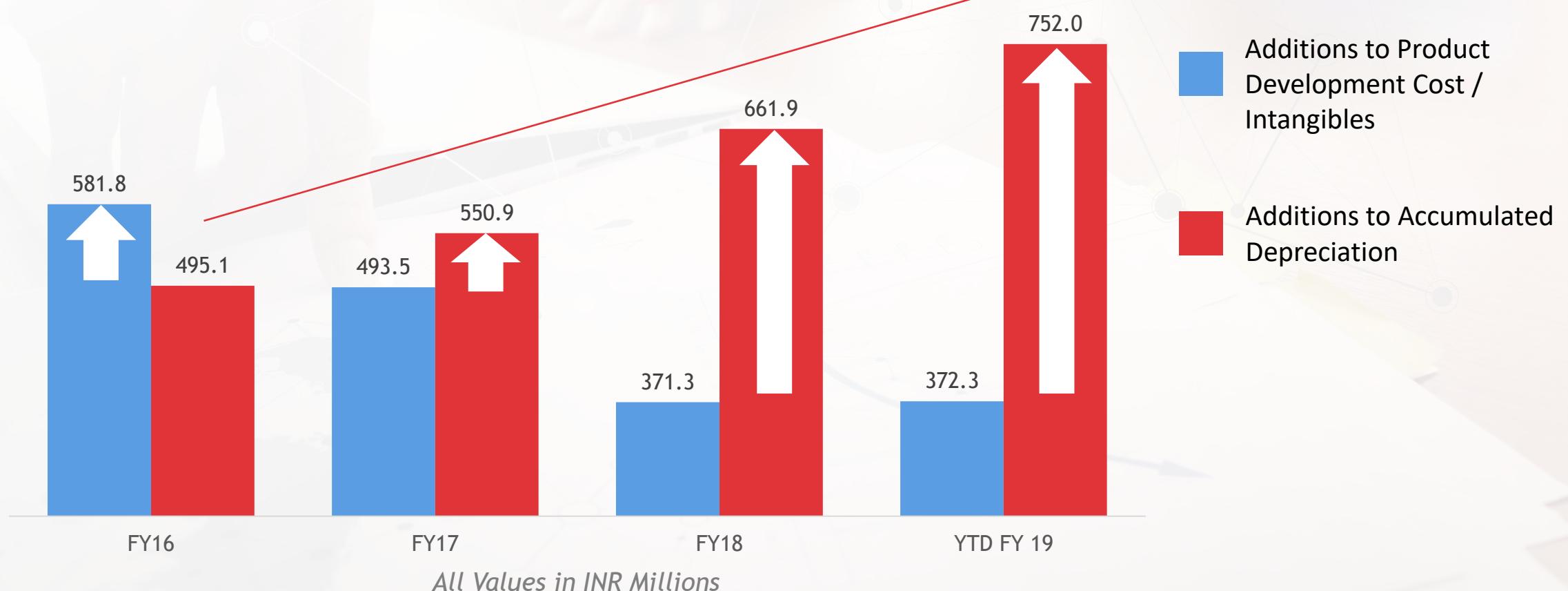
- \$ Denominated Borrowing
- INR Borrowing

Trade Receivables

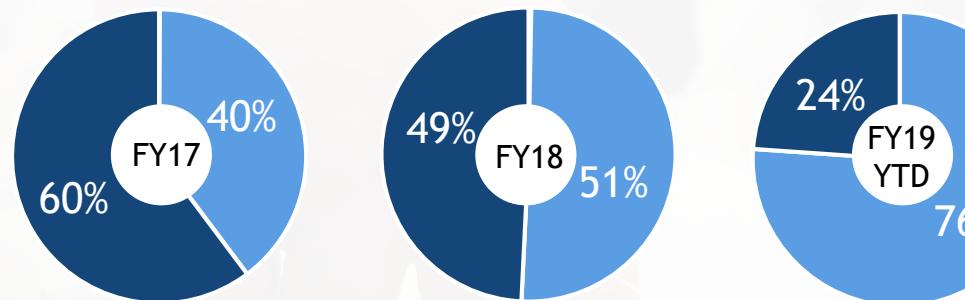


The Trade Receivables balance as on December 31st 2018 stands at INR 6,325.58 Mn, which is an **Increase Of INR 1,663.80 Mn** over March 31st 2018. The Day Sales Outstanding has also gone up to 109 days as on Dec 2018, which is a **16 Days Increase** from March 31st 2018. This increase can be attributed to our **Penetration into the Life Sciences Vertical** and consequent alignment with the industry benchmark.

*For the last 3 years,
Amortization Expense Is Greater Than
Capitalization*



Tangible Assets



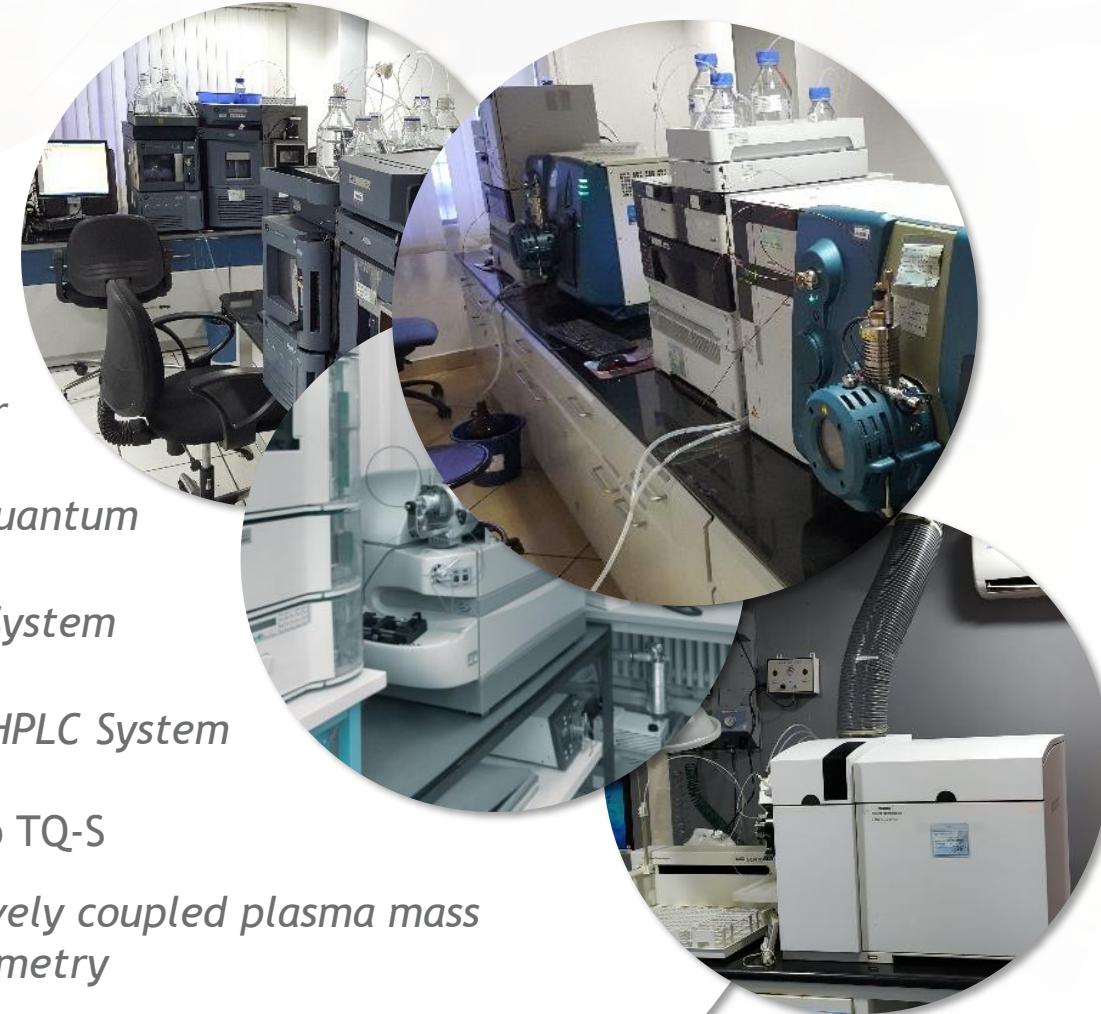
Tangible Assets



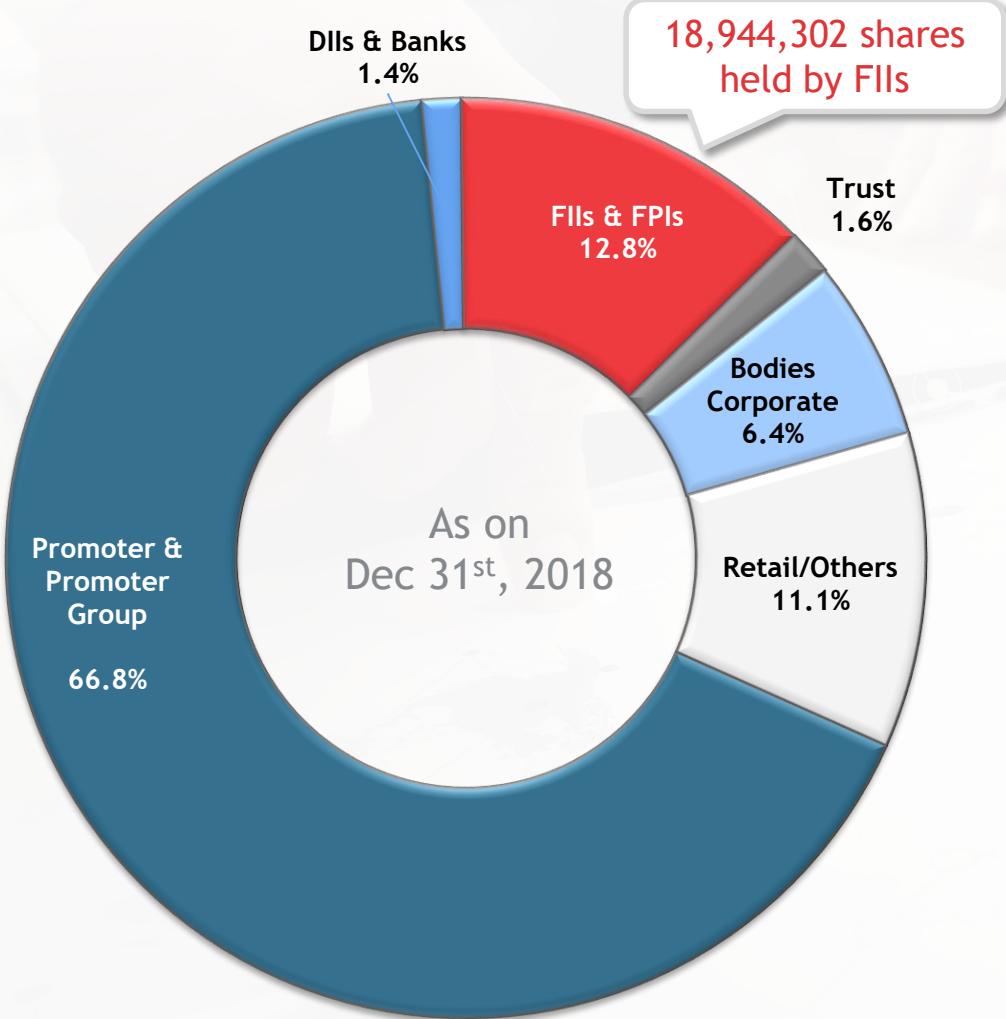
Intangible Assets

Our Investment Pattern is targeted at
expanding our **Tangible Assets**

Consistently investing in Expanding Infrastructure



Shareholding Pattern



Top Institutional Investors

Investor Name	No of Shares held	%
Schroder International	2,942,110	1.99%
First State Investments ICVC	2,755,407	1.86%
Sundaram Mutual Fund	1,922,713	1.30%
TKP Investments BV	1,772,918	1.20%

Earnings Conference Call Represented By

Srinivasan H.R.
Vice Chairman and
Managing Director

Ram Yeleswarapu
President and CEO

Subhasri Sriram
CFO and Executive
Director

Shobana N S
Executive Director

The teleconference will be moderated by
Kashyap Pujara, Axis Capital Limited

Conference Call Details

Time: 4:00 pm (IST) | Date: February 13, 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.

Primary Number India: +91 22 6280 1145/ 91 7115 8046

Local Access Number: +91 70 4567 1221

International Dial In

Hong Kong: 800 964 448

UK : 080 8101 1573

Singapore: 800 101 2045

USA : 186 6746 2133



Enabling Business Efficiencies



For more details, please contact:

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THANK YOU

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