



Enabling Business Efficiencies



# TAKE Solutions Ltd - Earnings Release

*Quarter and Year Ended March 31, 2018*

# *Disclaimer*

*Certain statements in this release concerning our future growth prospects are forward- looking statements, which involve a number of risks, and uncertainties that could cause actual results to differ materially from those in such forward-looking statements. The risks and uncertainties relating to these statements include, but are not limited to, risks and uncertainties regarding fluctuations in earnings, our ability to manage growth, intense competition in IT including factors which may affect our cost advantage, wage increases, our ability to attract and retain highly skilled professionals, client concentration, restrictions on immigration, our ability to manage our international operations, reduced demand for technology in SCM & Life Sciences, disruptions in telecommunication networks, our ability to successfully complete and integrate potential acquisitions, liability for damages on our contracts, withdrawal of governmental fiscal incentives, political instability, legal restrictions on raising capital or acquiring companies outside India, and unauthorized use of our intellectual property and general economic conditions affecting our industry. TAKE does not undertake to update any forward-looking statement that may be made from time to time by or on behalf of the company*

# Business Highlights Q4 FY18



Designated as  
**Preferred CRO-partner**  
for 2 leading biopharmaceutical companies



Awarded  
**Multi-year, Multi-geography, Annuity Contract** for PV services by  
global generic pharma company



Awarded 3 studies in  
**Key Growth Areas** of  
biosimilars and stem  
cell therapies



Awarded 3 Phase III studies cutting  
**Across Europe and Asia**



Supported 4 global pharma companies to  
comply with the **US Drug Supply Chain Security Act** and  
**EU Falsified Medicines Directives**

# Future of Life Sciences R&D

**Digital R&D** is  
reshaping the world  
of Clinical Trials

**Real-world  
evidence** will  
drive the design of  
clinical trials

**Artificial  
Intelligence** and  
**Machine  
Learning** will play  
a large role in  
understanding and  
interpreting real-  
world data

TAKE Is  
Positioned To  
Take Advantage  
Of This  
Disruption



## Technology

### **Launch** of OneClinical platform for clinical study conduct

- ✓ Capability to integrate and aggregate data from disparate sources in varied format to provide near real-time analytics and insights
- ✓ Onboarded half a dozen studies across USA, Europe and India
- ✓ Plan over next 2 years to expand the platform to service 30-50 studies

### **Enhancements** to existing portfolio of products

- ✓ pharmaREADY which supports regulated document management and electronic regulatory submissions
- ✓ labelREADY, our labeling and artwork management platform
- ✓ traceREADY platform supporting track & trace and serialization

## Domain

### **Expansion** of our team of medical professionals and domain experts to deliver platform-based services

- ✓ Setting up Medical & Scientific Advisory Board for strategic guidance
- ✓ Addition of medical professionals to augment medical review and monitoring activities

### **Reinforcing** our position as thought leaders, impacting the future of the industry

- ✓ 8 industry network forums across regulatory, pharmacovigilance and medical affairs

### **Augmenting** capacity and capabilities in providing support for

- ✓ Expanded capacity in India to conduct bioavailability & bioequivalence studies for Generics companies
- ✓ Extended presence in Latin America region to support global regulatory publishing



# Financial Highlights FY18



Q4 FY18

**64.54**  
Period Average Rate  
**65.07**  
Period Closing Rate

Q3 FY18

**64.80**  
Period Average Rate  
**63.84**  
Period Closing Rate

Q4 FY17

**67.15**  
Period Average Rate  
**64.88**  
Period Closing Rate

FY18 - Operating Revenue (INR)  
**INR 15,872.43 Mn**



18.05%



FY18 - Operating EBITDA (INR)  
**INR 3,064.75 Mn**



16.87%



FY18 - PAT (INR)  
**INR 1,598.62 Mn**



9.38%



19.47%

FY18 - Operating Revenue (USD)  
**USD 245.93 Mn**



22.83%



FY18 - Operating EBITDA (USD)  
**USD 47.49 Mn**



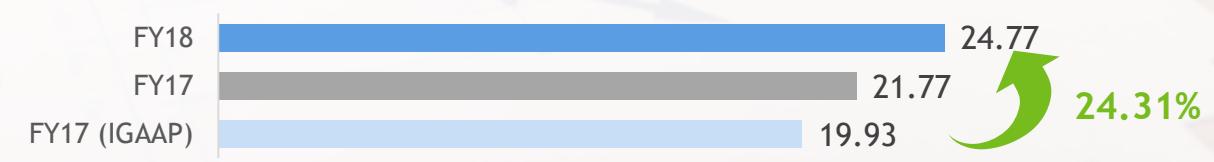
21.60%



FY18 - PAT (USD)  
**USD 24.77 Mn**



13.80%



24.31%

# Quarterly Performance



Dollar  
Rates

Q4 FY18

**64.54**  
Period Average Rate  
**65.07**  
Period Closing Rate

Q3 FY18

**64.80**  
Period Average Rate  
**63.84**  
Period Closing Rate

Q4 FY17

**67.15**  
Period Average Rate  
**64.88**  
Period Closing Rate

## Operating Revenue (INR Millions)



## Operating Revenue (USD Millions)



## Operating EBITDA (INR Millions)

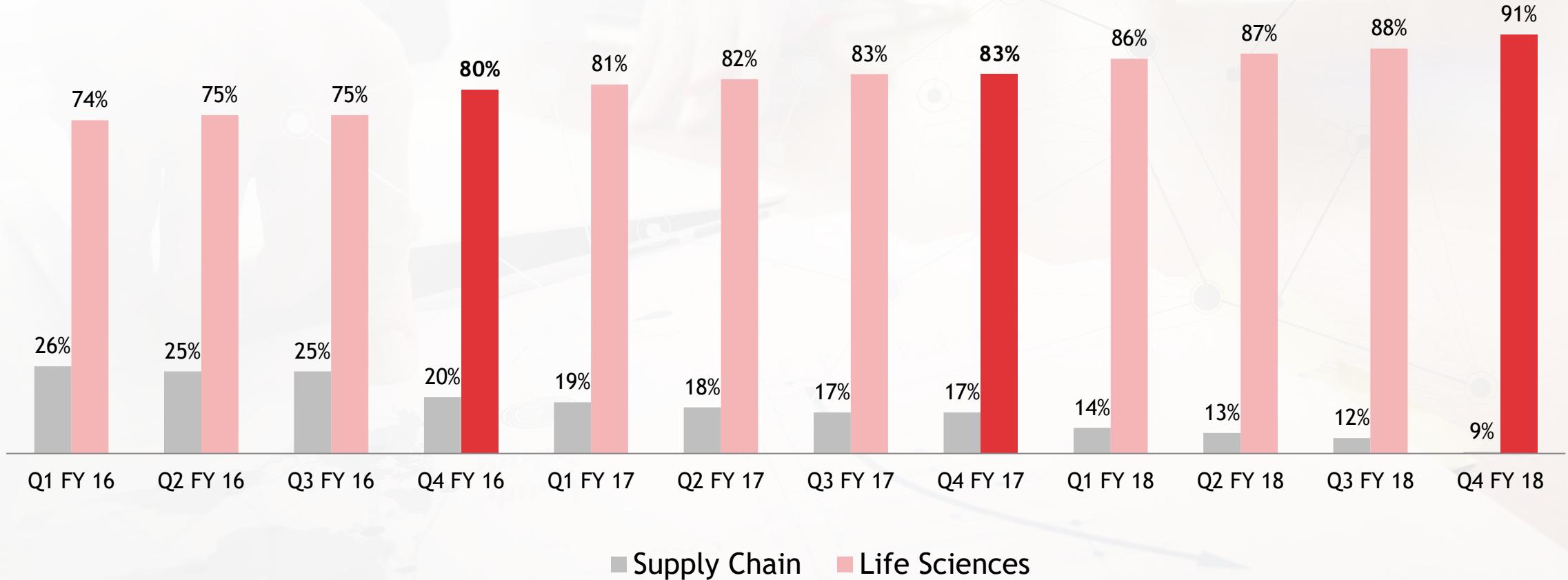


## Operating EBITDA (USD Millions)



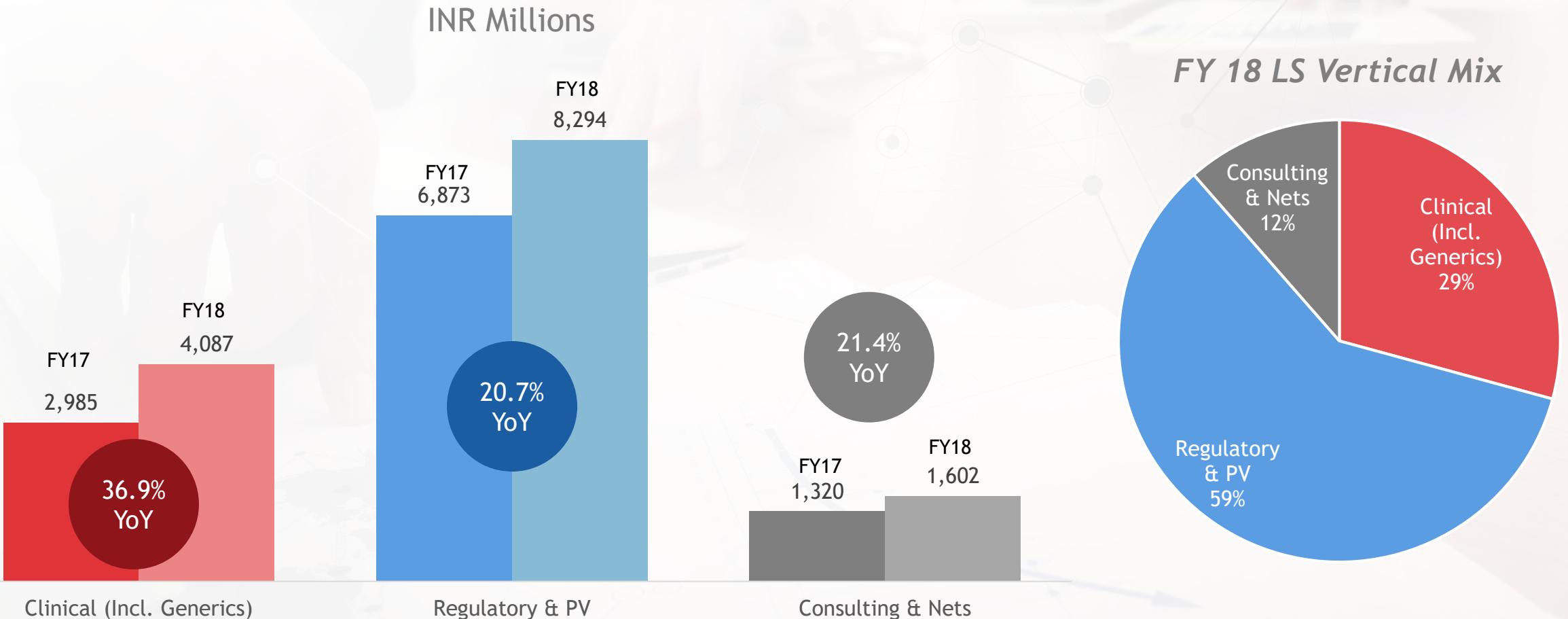
## Revenue Composition

***Life Science business growing at CQGR of 8.37%!***  
*(Q1 FY16 - Q4 FY18)*



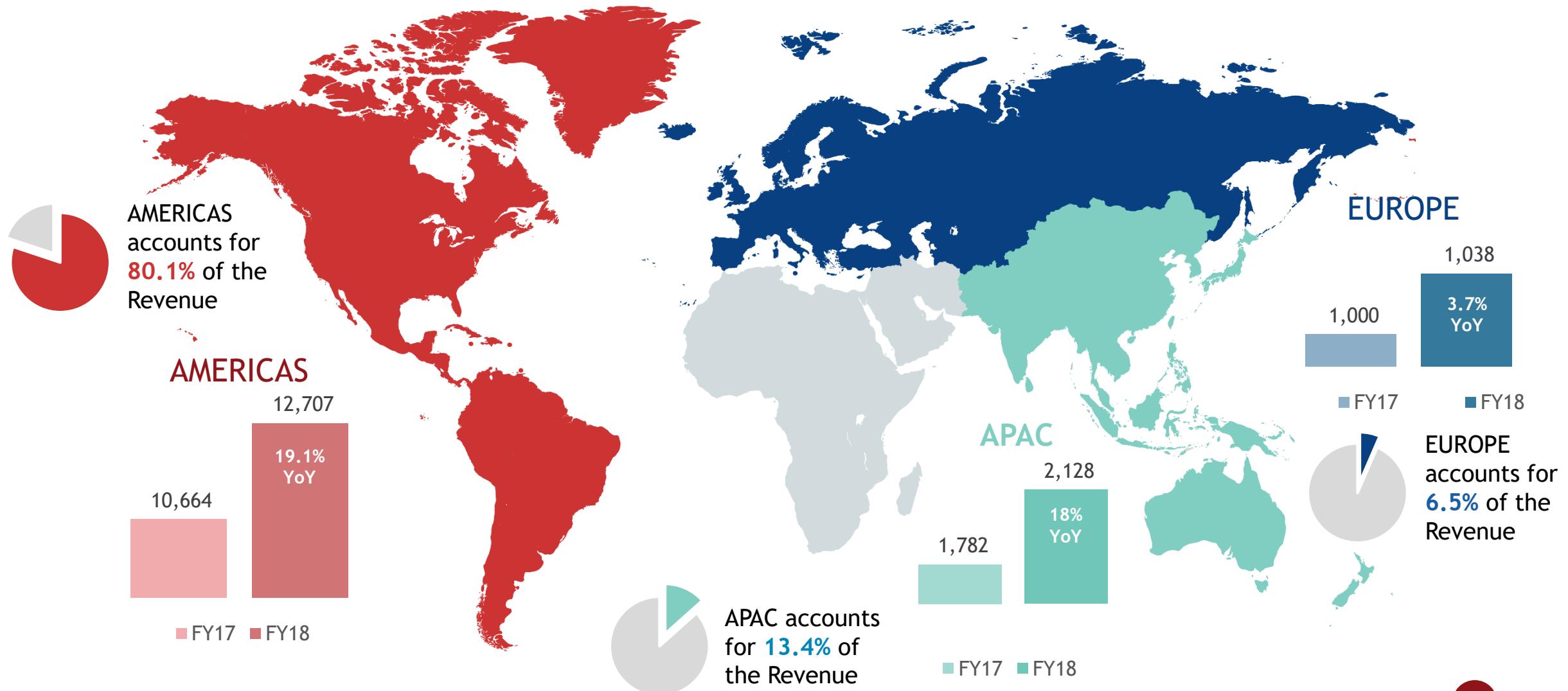
# LS Revenue Across Verticals

*Consistent Growth Across All Verticals*

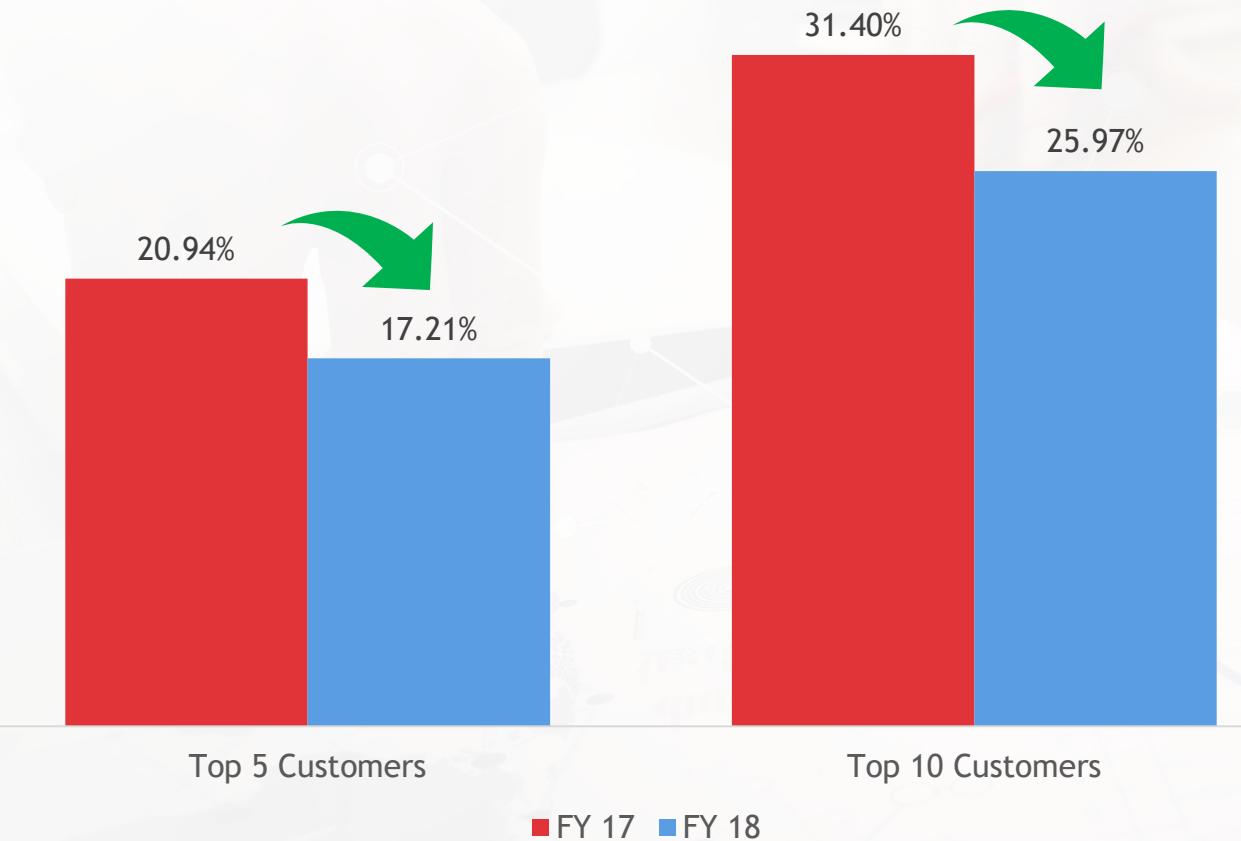


## Revenue Across Geographies

*Significant increase in  
AMERICAS and APAC footprint*



## Customer Concentration



*Diversifying our customer base and reducing the dependency on top customers*

# Profitability



Dollar  
Rates

Q4 FY18

**64.54**  
Period Average Rate  
**65.07**  
Period Closing Rate

Q3 FY18

**64.80**  
Period Average Rate  
**63.84**  
Period Closing Rate

Q4 FY17

**67.15**  
Period Average Rate  
**64.88**  
Period Closing Rate

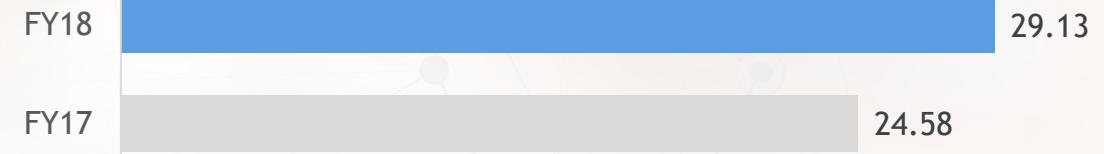
FY18 - PBT(INR)  
**INR 1,879.79 Mn**

↑ 13.91%



FY18 - PBT (USD)  
**USD 29.13 Mn**

↑ 18.52%



FY18 - EBITDA Margin  
**19.31%**



FY18 - PBT Margin  
**11.80%**



FY18 - Tax Rate  
**14.96%**



# Balance Sheet

Balance Sheet Period ending (In INR Mn)	FY17	FY17 % Composition	FY18	FY18 % Composition
Shareholders funds	6,990	62%	10,623	68%
Total outside borrowings	2,373	21%	3,226	21%
Other non- current liabilities	352	3%	376	2%
Current Liabilities & Provisions	1,471	13%	1,466	9%
<b>TOTAL LIABILITIES</b>	<b>11,185</b>	<b>100%</b>	<b>15,692</b>	<b>100%</b>
<b>Assets</b>				
Non-Current Assets				
Fixed Assets (Net)	3,394	30%	3,915	25%
Current Assets				
Cash & Equivalents	1,134	10%	3,939	25%
Trade Receivables	4,362	39%	4,692	30%
Other Current Assets	2,295	21%	3,146	20%
<b>TOTAL ASSETS</b>	<b>11,185</b>	<b>100%</b>	<b>15,692</b>	<b>100%</b>

93 Days  
FY18

Day Sales  
Outstanding

110 Days  
FY17



# Fund Flow

Fund Flow Statement (In INR Mn)

Particulars	FY18	Composition %
<b>Opening balance - cash and cash equivalents</b>	1,134	
<b>Sources of Funds</b>		
Cash Profit	2,646	44%
Preferential Issue of shares	2,500	42%
Reduction in Inventories	7	0%
Increase in Bank Borrowings	854	14%
<b>Total</b>	<b>6,006</b>	<b>100%</b>
<b>Utilisation of funds</b>		
Increase in Debtors	329	10%
Capex	1,562	49%
Reduction in Creditors	126	4%
Increase in other assets	1,184	37%
<b>Total</b>	<b>3,201</b>	<b>100%</b>
<b>Closing balance - cash and cash equivalents</b>	<b>3,939</b>	

# Capex

<b>Period ending</b>	<b>FY18</b>	<b>FY17</b>
Change in Net Fixed Assets during the year (In INR Mn)	521	495
Non Cash Expense (In INR Mn)	1,041	874
Total Capex (In INR Mn)	1,562	1,370
Total Capex (In USD Mn) @ 65/USD	24.03	21.08
<b>Total Non Cash Expense / Net Sales</b>	<b>6.6%</b>	<b>6.5%</b>

## Dividend Pay-out

Period ending	FY18	FY17	FY16
Dividend Amount (In INR Mn)	236.69	133.24	126.73
Total Dividend (%)	160%	100%	100%
PATMI (In INR Mn)	1,604.58	1,430.78	1,196.54
Dividend Payout Ratio	15%	9%	11%



*Total Dividend For FY18*



Celebrating 10 Years Of Being Listed



# *Represented By*

**Srinivasan H.R.**  
Vice Chairman and  
Managing Director

**D.V. Ravi**  
Director

**Ram Yeleswarapu**  
President and CEO

**Subhasri Sriram**  
CFO and Executive  
Director

**Shobana N S**  
Executive Director

The teleconference will be moderated by  
**Sudheer Guntupalli, Technology Analyst, Institutional Equities, Ambit Capital**

## Conference Call Details

**Time: 4:00 pm (IST) | Date: May 17, 2018** 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:

Local Access Number:

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**THANK YOU**

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