



# TAKE Solutions Ltd - Earnings Release

*Quarter and Half-Year Ended September 30, 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 Q2 FY19



Gartner recognizes TAKE Solutions amongst **Top 20 Global Solution Providers** in its Market Guide for Track-and-Trace and Serialization Software Providers for Life Sciences Companies



**Increasing Traction** in Consulting Business both in terms of Volume and Size



**Multi-year, Multi-million Dollar Engagement** with top global pharma for Clinical Services



Winner Golden Peacock Award for **Excellence in Corporate Governance** 2018



**Multiple Transformative Deals** in Regulatory and Pharmacovigilance

# Financial Highlights

## H1 FY19



Q2 FY19

**70.11**

Period Average Rate

**72.58**

Period Closing Rate

Q1 FY19

**67.06**

Period Average Rate

**68.55**

Period Closing Rate

Q2 FY18

**64.37**

Period Average Rate

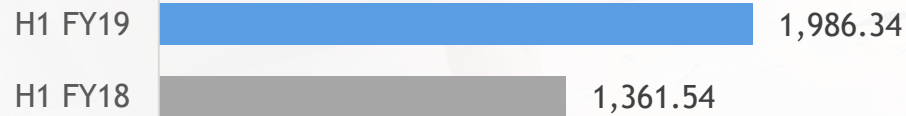
**65.30**

Period Closing Rate

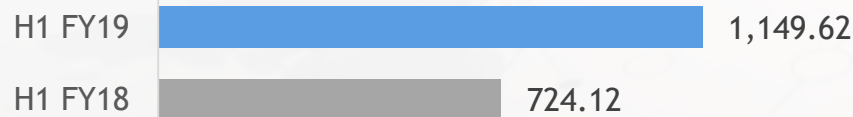
H1 FY19 - Operating Revenue (INR)  
**INR 9,384.20 Mn**



H1 FY19 - Operating EBITDA (INR)  
**INR 1,986.34 Mn**



H1 FY19 - PAT (INR)  
**INR 1,149.62 Mn**



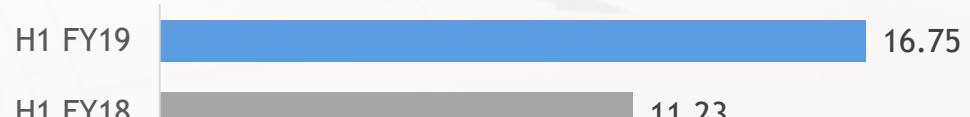
H1 FY19 - Operating Revenue (USD)  
**USD 143.30 Mn**



H1 FY19 - Operating EBITDA (USD)  
**USD 28.93 Mn**



H1 FY19 - PAT (USD)  
**USD 16.75 Mn**



# Quarterly Performance



Dollar  
Rates

Q2 FY19

**70.11**

Period Average Rate

**72.58**

Period Closing Rate

Q1 FY19

**67.06**

Period Average Rate

**68.55**

Period Closing Rate

Q2 FY18

**64.37**

Period Average Rate

**65.30**

Period Closing Rate

## Operating Revenue (INR Millions)

Q2 FY18

**3,709.28**

Q2 FY19

**5,158.79**

Y-o-Y Growth (%)

**39.08%**

Q-o-Q Growth (%)

**10.34%**

Q1 FY19

**4,675.41**

## Operating Revenue (USD Millions)

Q2 FY18

**57.62**

Q2 FY19

**73.58**

Y-o-Y Growth (%)

**27.70%**

Q-o-Q Growth (%)

**5.54%**

Q1 FY19

**69.72**

## Operating EBITDA (INR Millions)

Q2 FY18

**699.67**

Q2 FY19

**1,054.06**

Y-o-Y Growth (%)

**50.65%**

Q-o-Q Growth (%)

**13.06%**

Q1 FY19

**932.28**

## Operating EBITDA (USD Millions)

Q2 FY18

**10.87**

Q2 FY19

**15.03**

Y-o-Y Growth (%)

**38.27%**

Q-o-Q Growth (%)

**8.13%**

Q1 FY19

**13.90**



# Profitability



Dollar  
Rates

Q2 FY19

**70.11**

Period Average Rate

**72.58**

Period Closing Rate

Q1 FY19

**67.06**

Period Average Rate

**68.55**

Period Closing Rate

Q2 FY18

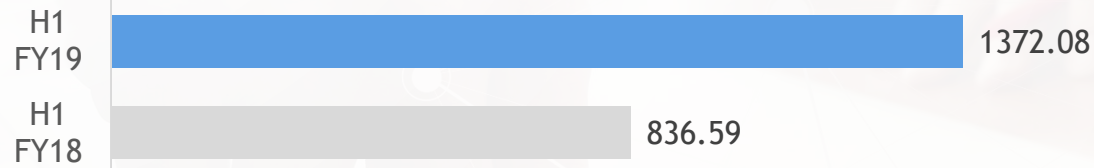
**64.37**

Period Average Rate

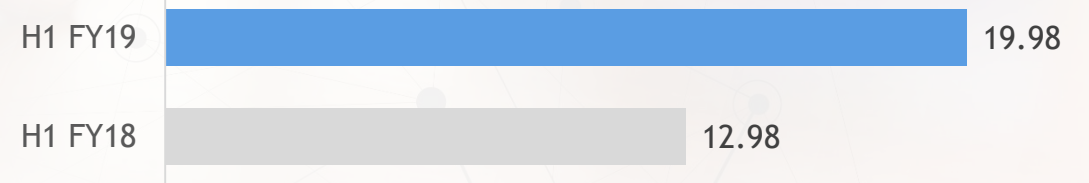
**65.30**

Period Closing Rate

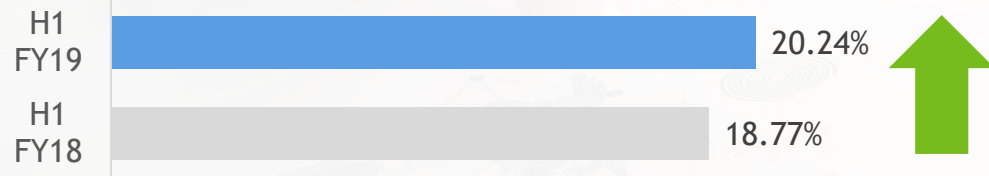
H1 FY19 - PBT(INR)  
**INR 1,372.08 Mn**



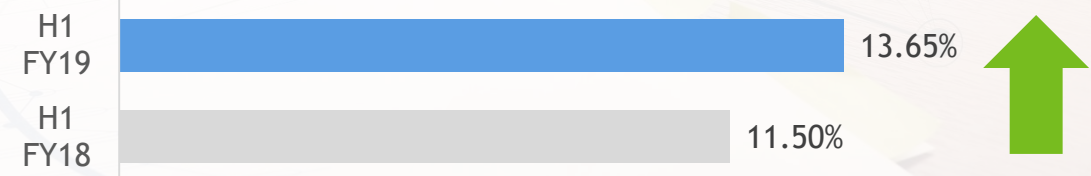
H1 FY19 - PBT (USD)  
**USD 19.98 Mn**



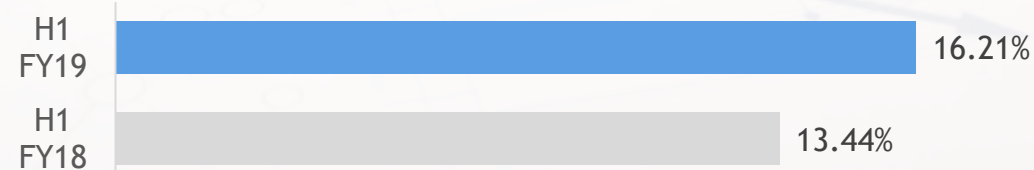
H1 FY19 - EBITDA Margin  
**20.24%**



H1 FY19 - PBT Margin  
**13.65%**



H1 FY19 - Tax Rate  
**16.21%**



# Balance Sheet

Balance Sheet Period ending (In INR Mn)	30-Sep-18	% Composition	FY 18	% Composition
Shareholders funds	12,646	68.3%	10,623	67.7%
Total outside borrowings	3,218	17.4%	3,226	20.6%
Other non- current liabilities	415	2.2%	376	2.4%
Current Liabilities & Provisions	2,228	12.0%	1,466	9.3%
<b>TOTAL LIABILITIES</b>	<b>18,507</b>	<b>100.0%</b>	<b>15,692</b>	<b>100.0%</b>
<b>Assets</b>				
Non-Current Assets				
Fixed Assets (Net)	4,056	21.9%	3,915	24.9%
Current Assets				
Cash & Equivalents	3,803	20.5%	3,939	25.1%
Trade Receivables	6,000	32.4%	4,692	29.9%
Other Current Assets	4,649	25.1%	3,146	20.0%
<b>TOTAL ASSETS</b>	<b>18,507</b>	<b>100.0%</b>	<b>15,692</b>	<b>100.0%</b>

# Fund Flow

Fund Flow Statement (In INR Mn)		
Particulars	HY1 - FY 2019	Composition %
Opening balance - cash and cash equivalents	3,939	
Sources of Funds		
Cash Profit	2,023	72%
Increase in Creditors	801	28%
<b>Total</b>	<b>2,824</b>	<b>100%</b>
Utilisation of funds		
Increase in Debtors	1,308	44%
Decrease in Outside Borrowings	8	0%
Capex	141	5%
Increase in other assets	1,503	51%
<b>Total</b>	<b>2,959</b>	<b>100%</b>
Closing balance - cash and cash equivalents	3,804	



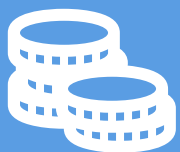
## Other Highlights



Successful **USFDA audits** of Bangalore, Mangalore and Manipal facilities with **‘No Observations’**



Successfully  
Exited Our US  
Supply Chain  
Business



Declared An Interim  
Dividend of 30%



Strong orderbook of **US \$227.57** for  
**Q2FY19**, growth of **13.9% QoQ**

# *Investor & Analyst Meet 2018*

Dear Investors & Analysts,

We cordially invite you to our Investor & Analyst Meet to be held on Wednesday, 31<sup>st</sup> October 2018 at the Trident Bandra Kurla, Mumbai at 6pm.

Join us for an informative evening on the Life Sciences industry and learn more about TAKE Solutions' contribution to the industry. Take an in-depth tour through the gamut of drug development and beyond, and learn how TAKE supports biopharma companies throughout this process. Gain clarity from our experts and top management, who will be available to address your queries and provide industry and company perspective.

Please send an email to our Investor Relations team ([investorrelations@takesolutions.com](mailto:investorrelations@takesolutions.com)) to register for this event.

We look forward to welcoming you.

Best regards,

**Srinivasan HR**  
Vice Chairman & Managing Director

**Ram Yeleswarapu**  
President & CEO



31<sup>st</sup> October 2018



6:00 p.m.



Trident Bandra Kurla,  
Mumbai



**THANK YOU**

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