

# Earnings Release

Quarter Ended June 30, 2019



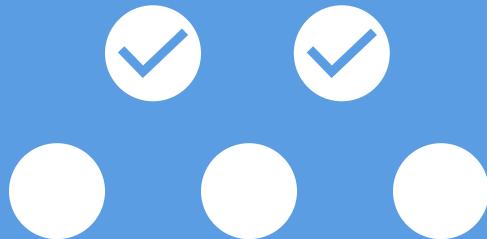
INSPIRED BY  
**OPPORTUNITY.**  
DRIVEN BY  
**KNOWLEDGE.**



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!**

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

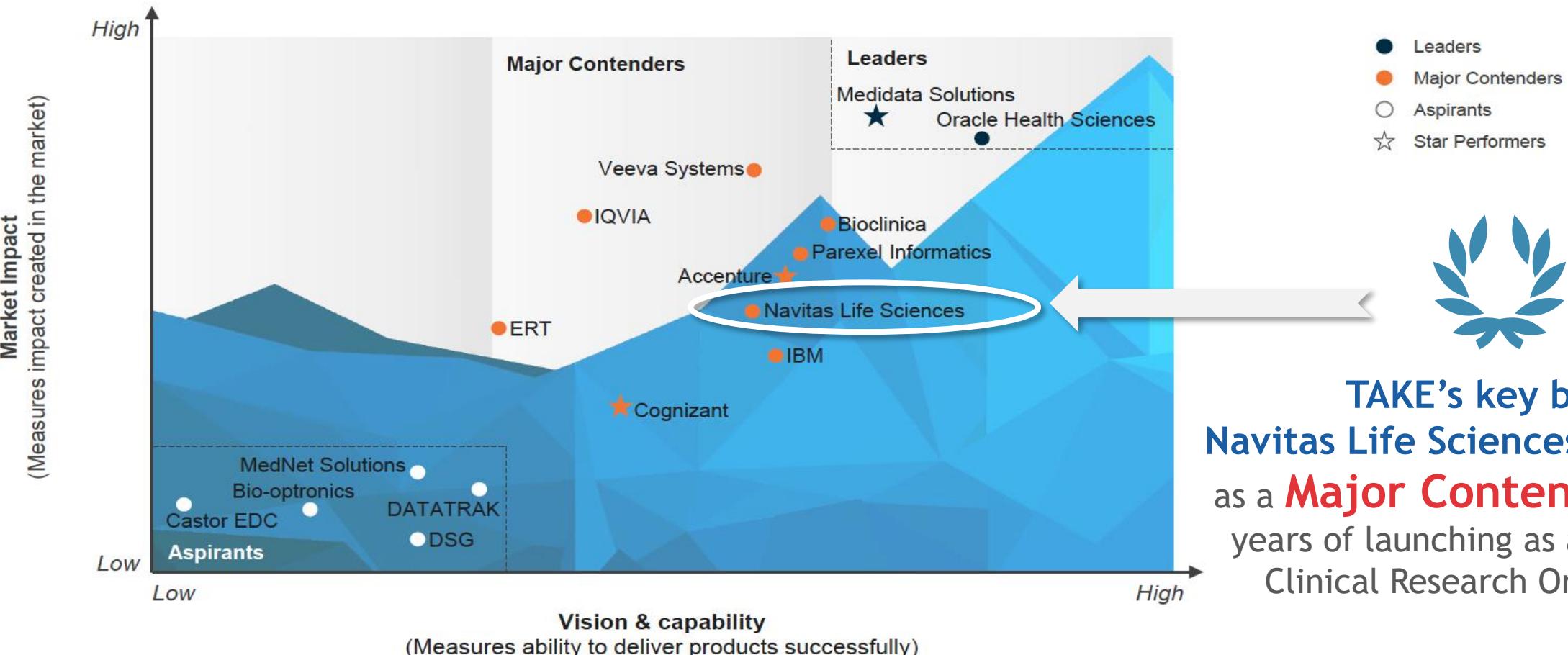


**No Critical  
Findings**  
during the audits/inspections

# 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

## *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

### Impact

*Management bandwidth in US is significantly expanded*



**Significant Increase** in business development activity and RFP participation in the US



**Stable Revenues** for the quarter

*Strong momentum in GTM initiatives*

*Combined capabilities have resulted in significant wins*

# Quarterly Performance



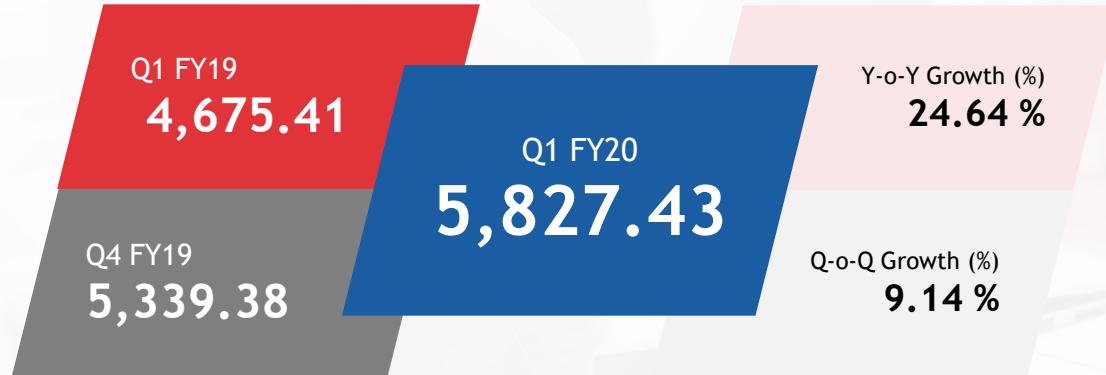
Q1 FY20

|              |                     |
|--------------|---------------------|
| <b>69.67</b> | Dollar Rates        |
| <b>69.08</b> | Period Closing Rate |

Q1 FY19

|              |                     |
|--------------|---------------------|
| <b>67.06</b> | Dollar Rates        |
| <b>68.55</b> | Period Closing Rate |

## Operating Revenue (INR Millions)



## Operating Revenue (USD Millions)



## Operating EBITDA (INR Millions)



## Operating EBITDA (USD Millions)



# Quarterly Profitability



Q1 FY20

**69.67**

Period Average Rate

**69.08**

Period Closing Rate

Q1 FY19

**67.06**

Period Average Rate

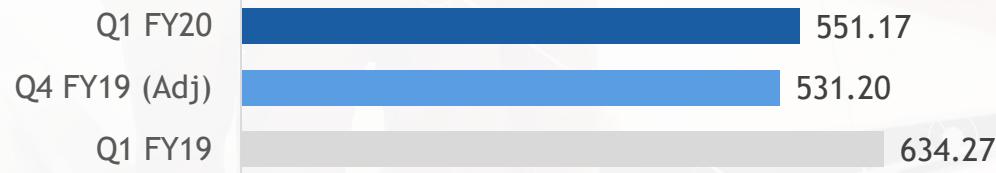
**68.55**

Period Closing Rate

Q1 FY20 - PBT (INR)  
**INR 551.17 Mn**



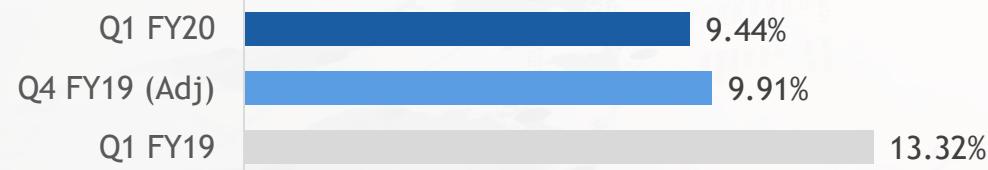
**3.76%**



Q1 FY20 - PBT Margin  
**9.44%**



**47 bps**



Q1 FY20 - PBT (USD)  
**USD 7.92 Mn**



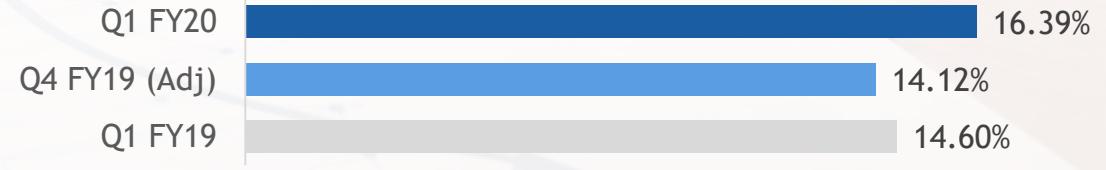
**3.26%**



Q1 FY20 - Tax Rate  
**16.39%**

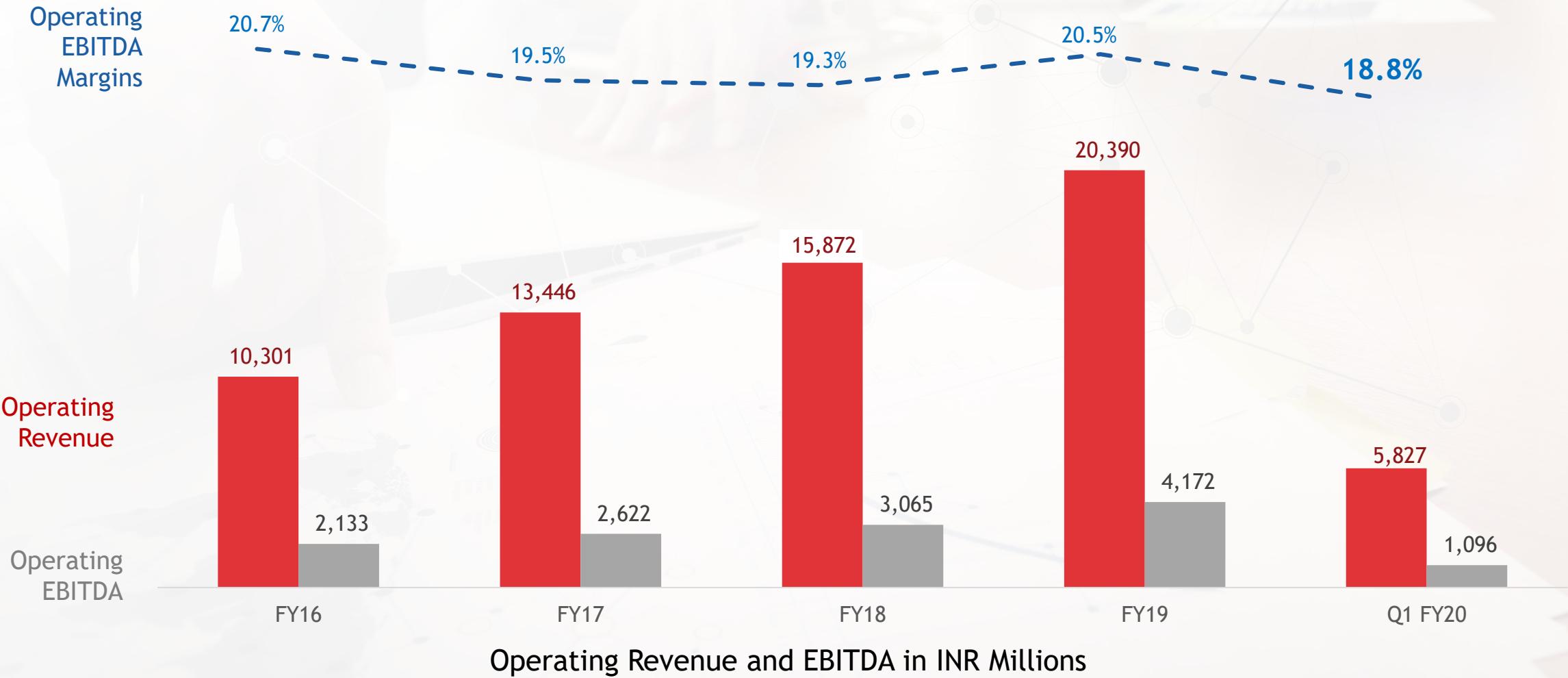


**227 bps**



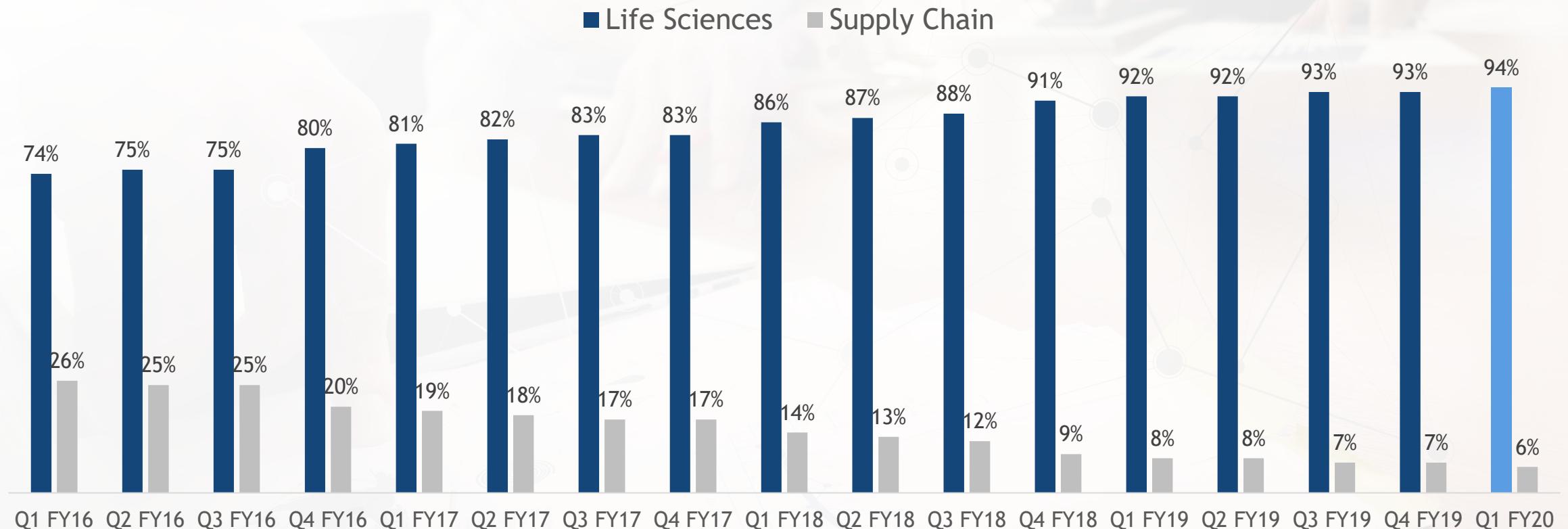
## Financial Growth

## *Delivering Growth with Healthy Margins*



## Revenue Composition

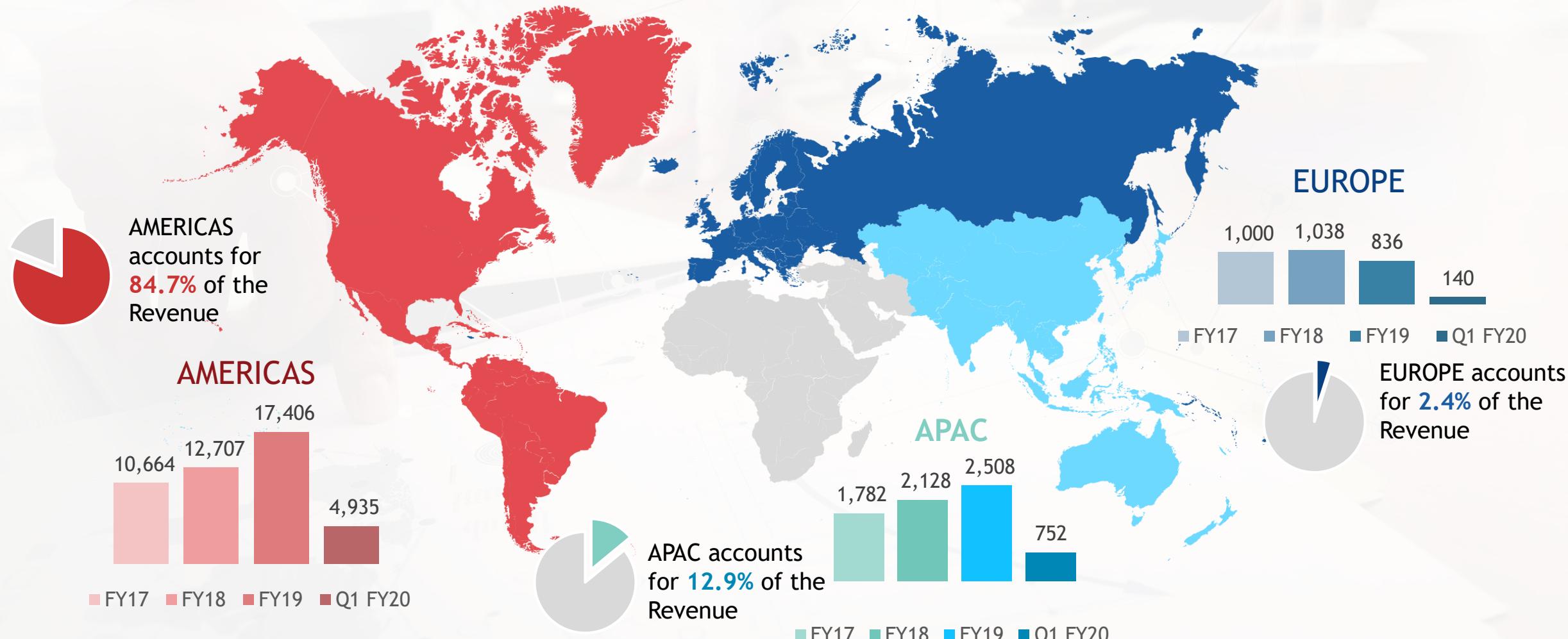
**Moving towards 100% from Life Sciences!**  
(Q1 FY16 - Q1 FY20)



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

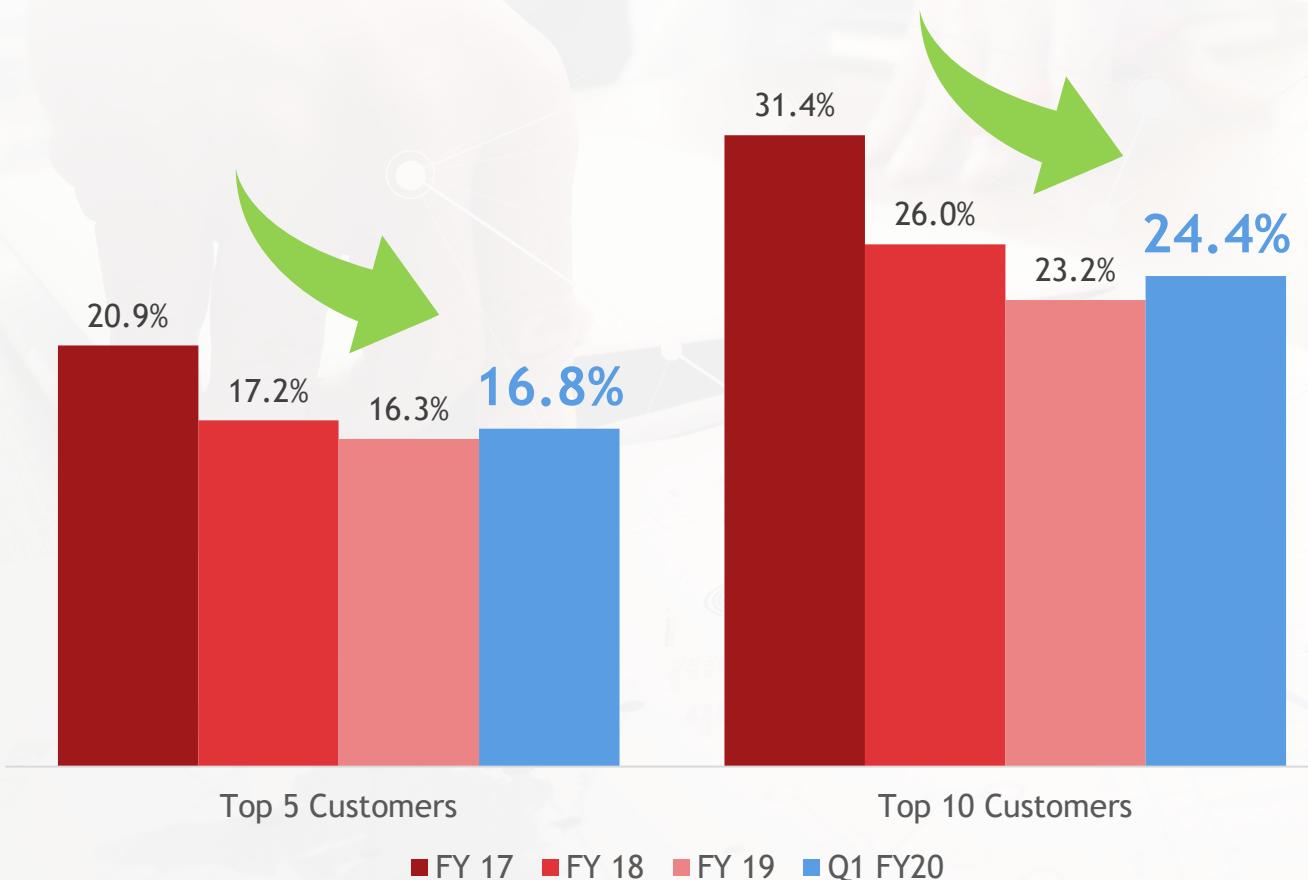
*TAKE has widened it's business in the AMERICAS, while sustaining its APAC operations*



All values in INR Millions

## Diversifying Customer Base

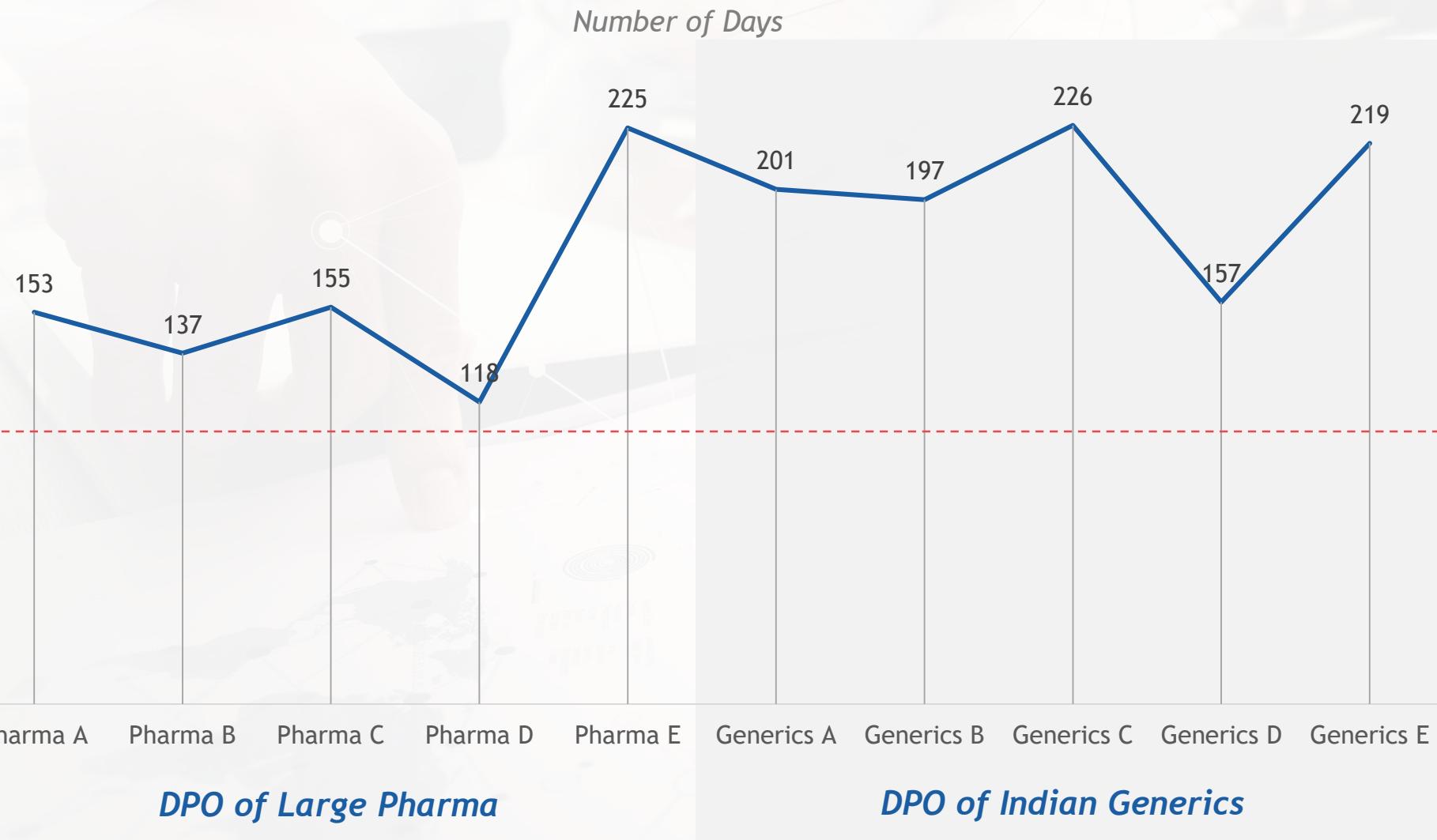
*Reduced dependency on Top Customers*



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

In INR Mn

March  
2019

6,923.26

March  
2018

5,254.21

107 Days

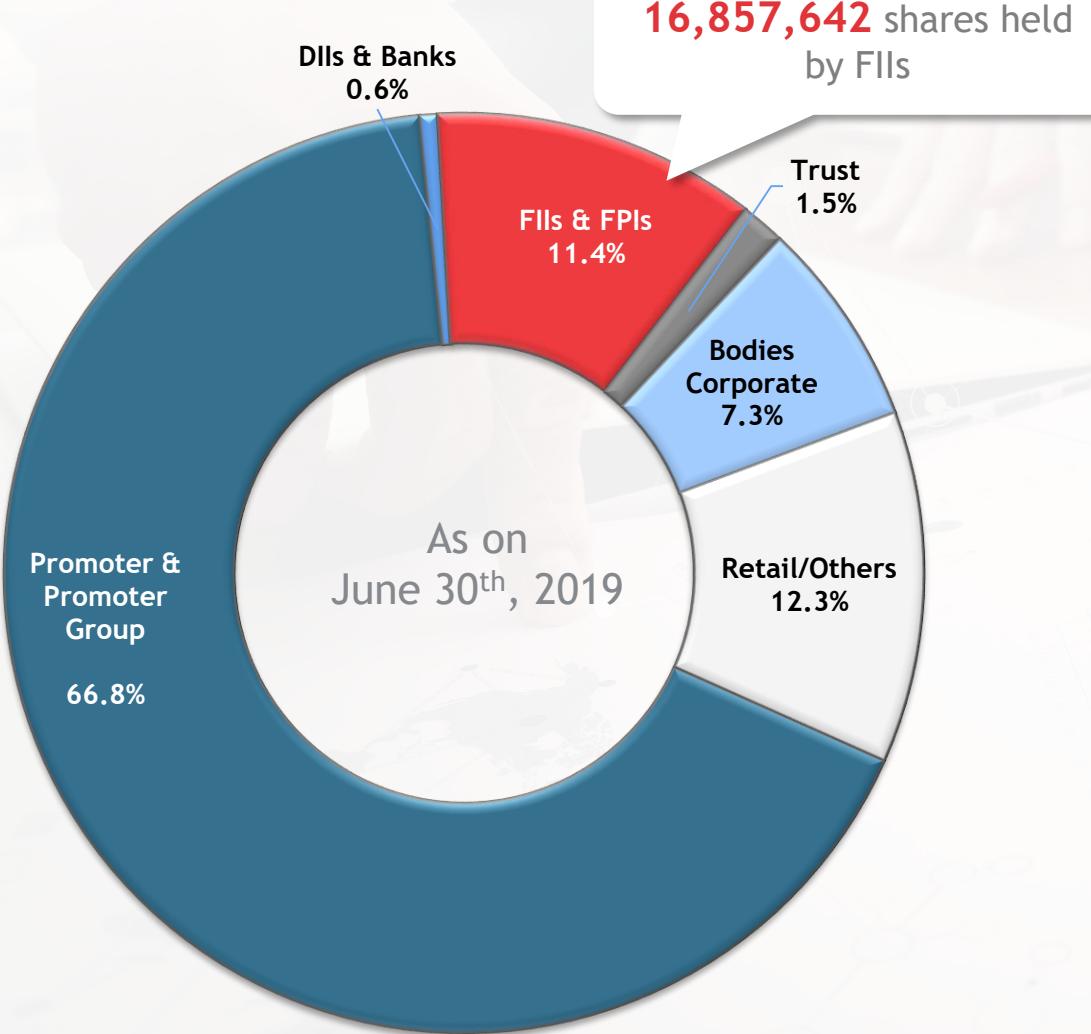
94 Days



**Day Sales  
Outstanding**

*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



# 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.

North America

South America

**LATAM Delivery Centre:**  
Bogota, Columbia  
Regulatory & Safety support across 9+ countries in region

Europe

Asia Pacific

**Europe HQ:** Germany  
Major trial operations center in Germany and sites through Europe  
Specialists in UK, Sweden, Germany, Poland, Denmark, Russia and other locations

**APAC HQ:** Chennai, India  
Clinical Operations (Incl. Generics) in Bangalore, Chennai, Mangalore and Manipal  
Regulatory & Safety/PV operations hub in Chennai

**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**

# 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



- 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  
**1<sup>st</sup> 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.

+91 22 6280 1144 / +91 22 7115 8045

**Local Access Number:**

+91 70 4567 1221 (Available all over India)

#### **International Dial In (7)**

Singapore - 800-101-304E

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

# THANK YOU

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

*For more details, please contact:*  
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INSPIRED BY  
**OPPORTUNITY.**  
DRIVEN BY  
**KNOWLEDGE.**

