

~~UNCERTAIN.~~
Sure to
REBOUND.

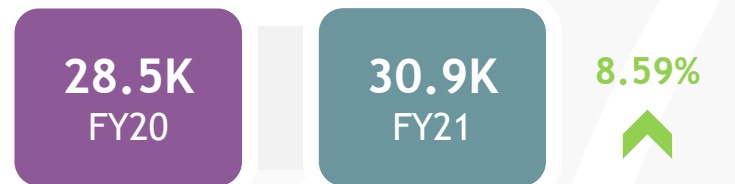
Q4 FY21

Earnings Release

Year Ended
March 31, 2021

Clinical Research Outlook Is Positive

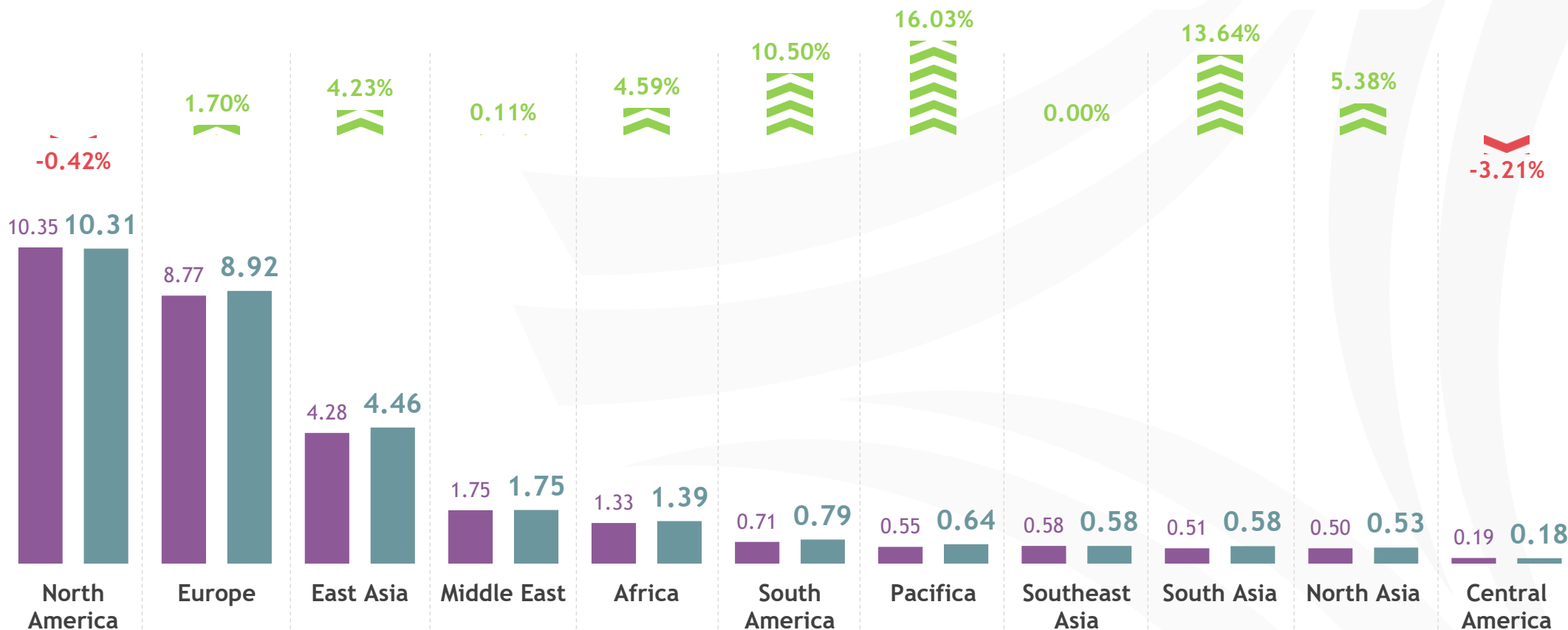
Despite a rocky start to FY21 the industry **Recovered Strongly** with an 8.59% increase in new trials commissioned across the globe



% of increase /
 decrease

FY21
No. of Clinical Trials
Commissioned (000s)

FY20
No. of Clinical Trials
Commissioned (000s)



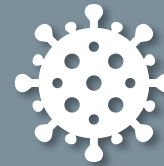
Business Highlights



16 NEW LOGOS
added to our clientele



100% RENEWAL of
annuity contracts
from Big Pharma



COVID STUDIES
completed in record
time



**LONG-TERM
CONTRACTS RENEWED**
by US federal agencies

Our Impact In The COVID-19 Response

We are very excited about the **Critical COVID19 Work** that we delivered over the year. The company went above and beyond, delivering exemplary services ensuring all deliverables were met under challenging conditions to ensure **COVID19 Treatments Came Faster To The Market!**



Voice of the Customer



“

“It must be TAKE” - For delivering a complex study which had previously faced FDA related issues

MD, Large Indian Pharma

“

This is really EXCELLENT data, Thank you so much! I believe this is the kind of insight that demonstrates the value of the PVNet benchmark

Strategic Planning Head, Top 10 Global Pharma

“

The Case Study Report (CSR) is now in excellent shape, I'd like to specifically thank you and your support team, on performing an excellent job on this challenging CSR!

MD, Large Indian Pharma

“

We appreciate your efforts to deliver the project on time especially when things are on priority viz agency queries response and project activities. We are happy with your support and expect the same in future endeavor[s] for all products.

Gx head, multinational generics manufacturer

“

TAKE is more responsive and has stronger technical expertise than any other vendors used

Regulatory Head, Large pharma

“

Very good progress; truly appreciate you and the entire team

Director, Large Indian pharma

Voice of the Customer



What we Heard



Customer Responsiveness is appreciated



Customer relationships are strong - shown by Renewals & Repeat wins



Our Domain expertise - Thought Leadership is strong



Agility to meet changing Regulatory requirements



Hybrid delivery model is well received



PMI has been successful



Our Technology platforms give us an edge



Vendor Flexibility is a key selection criteria for SME pharma

TAKE Cares Initiative

Providing support to the TAKE family during these trying times



Vaccination support for Frontline workers



Helpline number launched to provide timely support and guidance by our in-house doctors



Regular townhalls and knowledge sharing sessions by in-house doctors



Regular mail communications to employees highlighting DO's and DONT's



Employees are encouraged to take care of their mental and physical health through Yoga and meditation.



Regular mailers about diet and nutrition



Regular reminders of practicing COVID appropriate behavior

Quarterly Performance



Dollar
Rates

Q4 FY21

74.19

Period Average Rate

73.37

Period Closing Rate

Q3 FY21

73.82

Period Average Rate

73.09

Period Closing Rate

Q4 FY20

70.94

Period Average Rate

74.88

Period Closing Rate

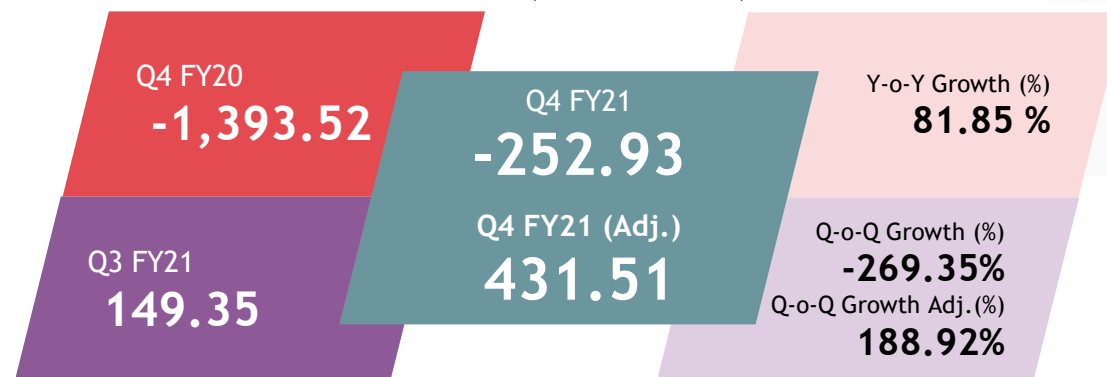
Revenue (INR Millions)



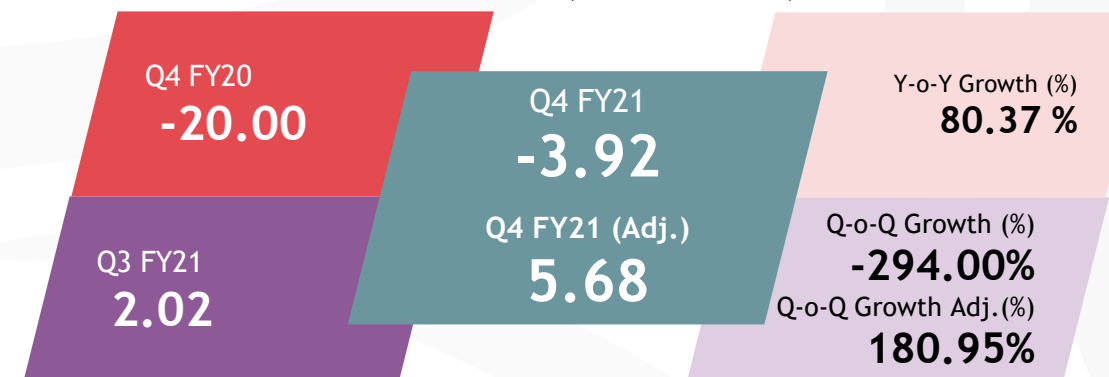
Revenue (USD Millions)



EBITDA (INR Millions)

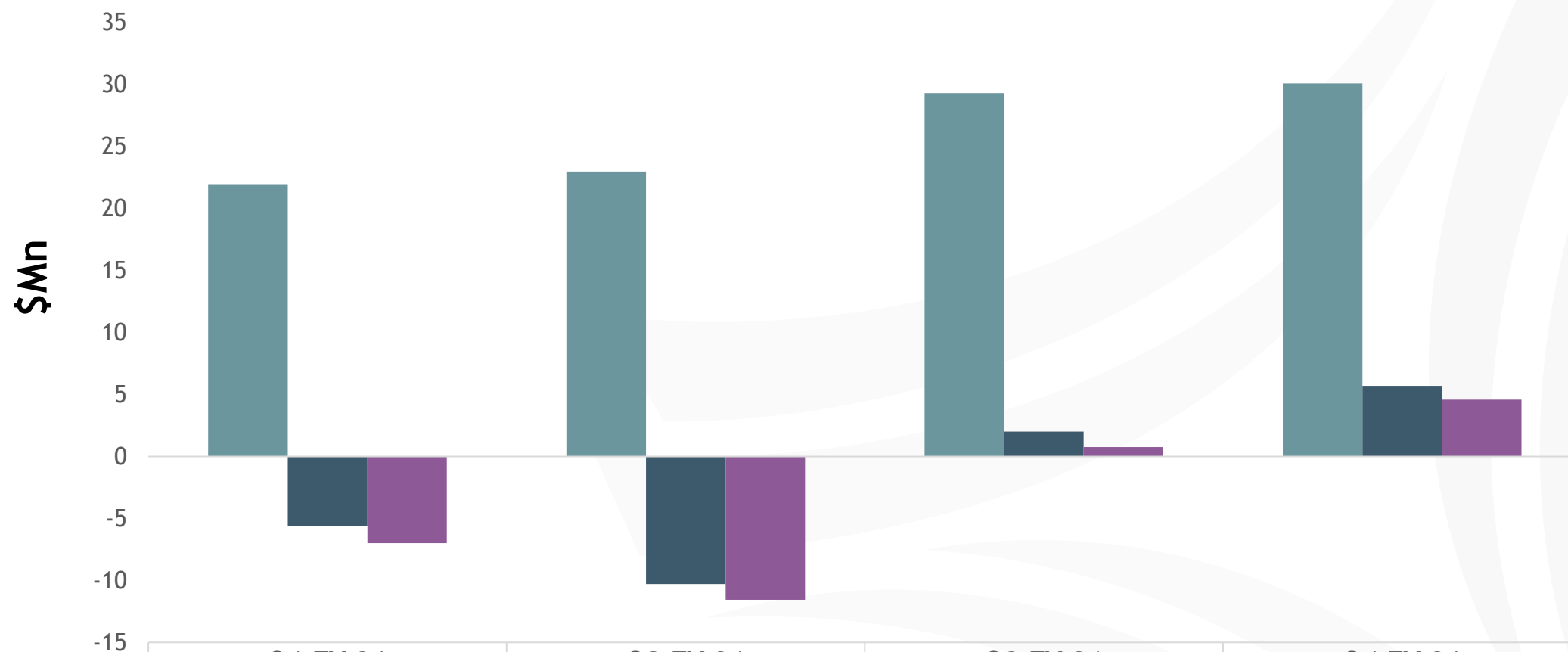


EBITDA (USD Millions)



Q4 results witnessed a **Strong EBITDA Growth - \$5.68Mn** and a strong Operating Cash Profit of \$4.58 Mn

Rising Cash profitability



	Q1 FY 21	Q2 FY 21	Q3 FY 21	Q4 FY 21
Revenue	21.96	22.97	29.31	30.09
EBITDA	-5.64	-10.29	2.01	5.7
Op. Cash Profit	-6.99	-11.56	0.75	4.58

Quarterly Profitability



Q4 FY21
74.19 Period Average Rate
73.37 Period Closing Rate

Q3 FY21
73.82 Period Average Rate
73.09 Period Closing Rate

Q4 FY20
70.94 Period Average Rate
74.88 Period Closing Rate

Q4 FY21 - PBT (Adj.)
INR 67.89 Mn

↑ 129.80%
Q-o-Q

Q4 FY21- PBT (Adj.)
USD 0.70 Mn

↑ 122.67%
Q-o-Q



Q4 FY21 - PBT Margin (Adj.)
2.32%

↑ 122.08%
Q-o-Q



Annual Performance - Impacted by COVID-19



Dollar
Rates

Q4 FY21

74.19

Period Average Rate

73.37

Period Closing Rate

Q4 FY20

70.94

Period Average Rate

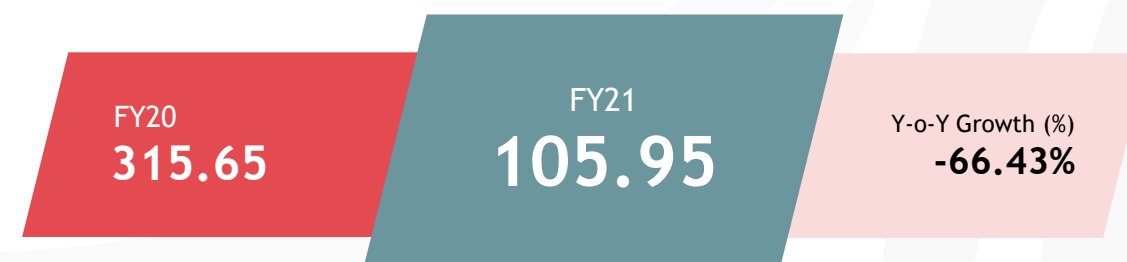
74.88

Period Closing Rate

Total Revenue (INR Millions)



Total Revenue (USD Millions)



EBITDA (INR Millions)



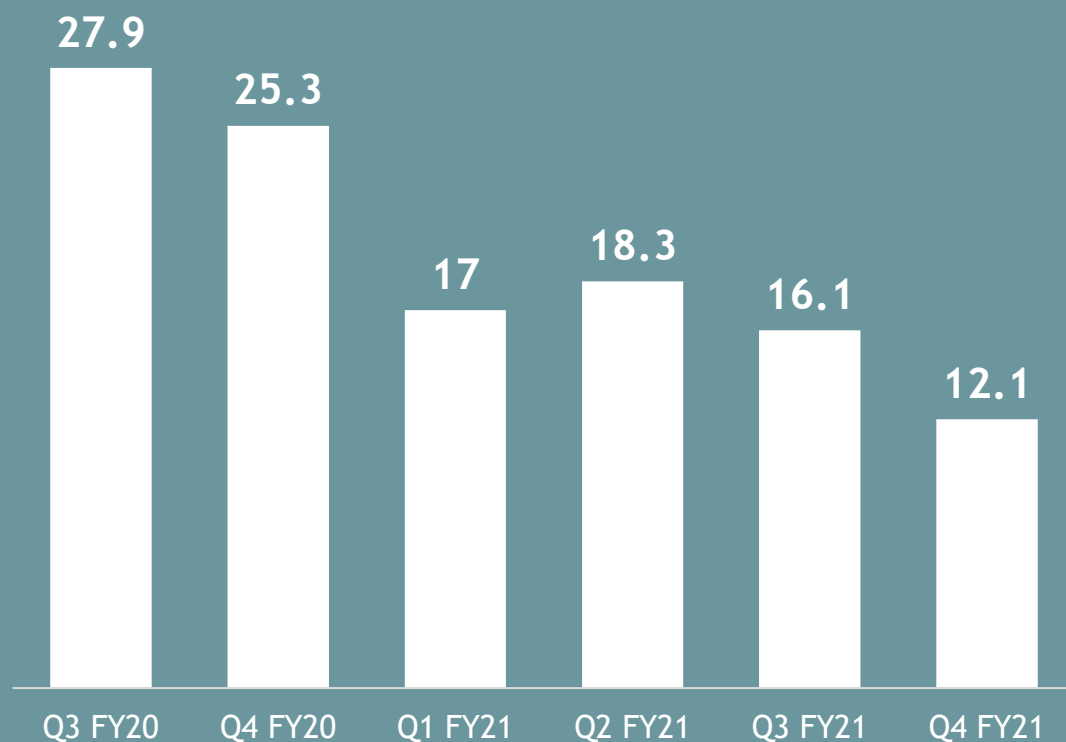
EBITDA (USD Millions)



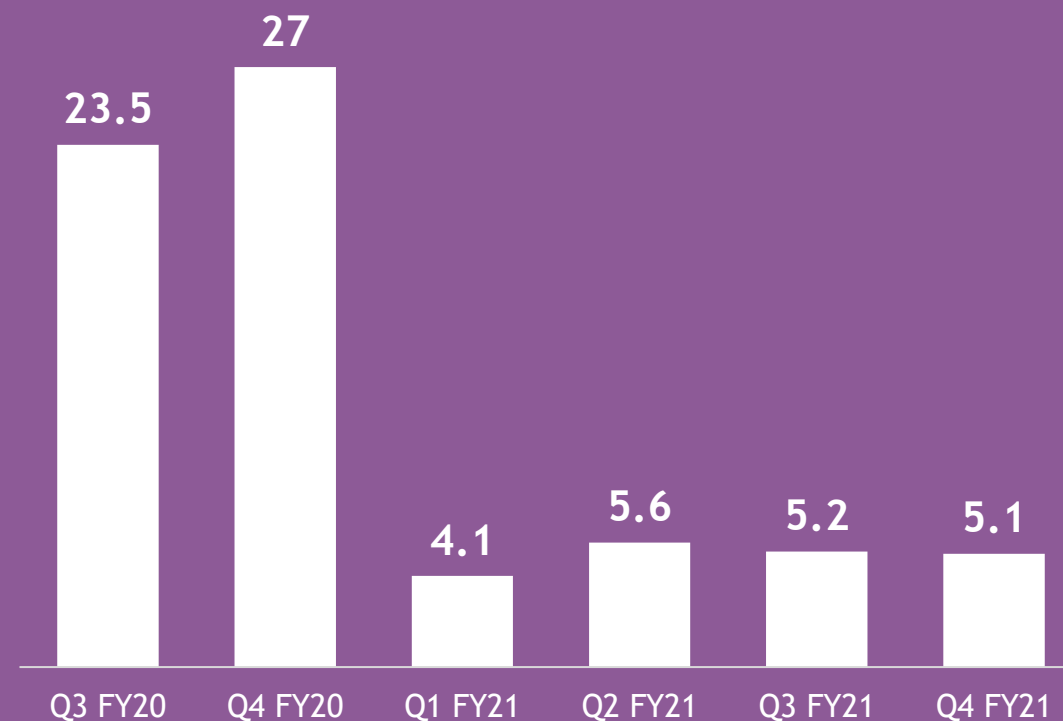
EBITDA includes \$30.34 Mn exceptional (non-cash) expense, of which \$21.11 Mn pertains to EU closure and \$9.23 Mn relates to impairment of non-current assets.

Significant Steps to Cost Rationalization

EMPLOYEE COST (\$Mn)



SG&A EXPENSES (\$Mn)



Impairment of non-current assets

\$ 9.23 Mn

Impairment of non-current assets

*Ecron Acunova
Brand & Trademark*

*Technical Knowhow
associated with
Generics Business*

*WCI Brand &
Trademark*

*BA BE
Method List*

Rationale

As per Indian Accounting Standard (IND AS) 36, the assets of the Company put under impairment test yearly, where the objective of this Standard is to prescribe the procedures that an entity applies to ensure that its assets are carried at no more than their recoverable amount. An asset is carried at more than its recoverable amount if its carrying amount exceeds the amount to be recovered through use or sale of the asset. If this is the case, the asset is described as impaired, and the Standard requires the entity to recognise an impairment loss.

In the light of the Covid impact and the closure of the EU business, the company deliberated in performing the impairment testing of its assets - both tangible and intangible assets.

Process

Based on the mandate, the company had valuation exercises conducted by independent valuer to ascertain whether any impairment impact needs to be accounted for in FY 20-21.

While ascertaining the impairment impact, the total profit, cash flow, or other benefit expected to be generated by that specific asset was periodically compared with its current book value. If it is determined that the book value of the asset exceeds the future cash flow or benefit of the asset, the difference between the two is written off and the value of the asset declines on the company's balance sheet.

Profit & Loss account

All figures in INR Mn

Particulars	FY 20	Q1 FY 21	Q2 FY 21	Q3 FY 21	Q4 FY 21	FY21
Revenue from Operations	22,129	1,659	1,707	2,164	2,210	7,740
Other Income	264	33	4	96	9	120
Total Income	22,393	1,692	1,712	2,260	2,219	7,860
Expenses						
Cost of Revenue	6,616	523	331	537	489	1,881
Employee benefits expenses	7,186	1,287	1,360	1,191	899	4,738
Finance Costs	413	102	94	94	83	373
Depreciation and amortisation	1,669	303	287	283	281	1,154
Other Expenses	6,638	308	786	382	398	1,852
Total Expenses	22,522	2,524	2,858	2,487	2,151	9,997
Profit / (Loss) before exceptional items and tax	(129)	(831)	(1,146)	(228)	68	(2,137)
Exceptional Items	-	1,566	-	-	684	2,251
Profit / (Loss) before before tax	(129)	(2,398)	(1,146)	(228)	(617)	(4,388)
Tax Expense	(20)	12	30	29	65	136
Profit / (Loss) for the year	(109)	(2,409)	(1,176)	(256)	(681)	(4,523)

Balance Sheet

All figures in INR Mn

Particulars	FY 21	% Composition	FY 20	% Composition
LIABILITIES				
Shareholders' funds	11,243	61%	15,854	64%
Total outside borrowings	5,142	28%	5,532	22%
Other non-current liabilities	615	3%	646	3%
Current liabilities & Provisions	1,446	8%	2,800	11%
TOTAL LIABILITIES	18,446	100%	24,833	100%
ASSETS				
Non-Current Assets				
Fixed Assets (Net)	9,340	51%	12,343	50%
Other Non-Current Assets	497	3%	500	2%
Current Assets				
Cash & Cash Equivalents	393	2%	455	2%
Trade Receivables	4,895	27%	8,132	33%
Other Current Assets	3,321	18%	3,402	14%
TOTAL ASSETS	18,446	100%	24,833	100%

Industry Benchmark Ratios

All figures in USD Mn

All figures based on latest published Annual Financial Statements

TURNOVER / TOTAL ASSETS

	TAKE	SYNEOS	ICON	IQVIA
Turnover	104	4,416	2,797	11,359
Total Assets	251	8,063	3,436	24,564
Turnover / Total Assets	0.4	0.5	0.8	0.5
Ranking	4	2	1	3

LONG-TERM ASSETS / LONG-TERM LIABILITIES RATIO

	TAKE	SYNEOS	ICON	IQVIA
Long-Term Assets	134	6,325	1,333	19,474
Long-Term Liabilities	27	3,244	461	14,005
Long-Term Assets / Long-Term Liabilities Ratio	5.0	1.9	2.9	1.4
Ranking	1	3	2	4

CURRENT RATIO

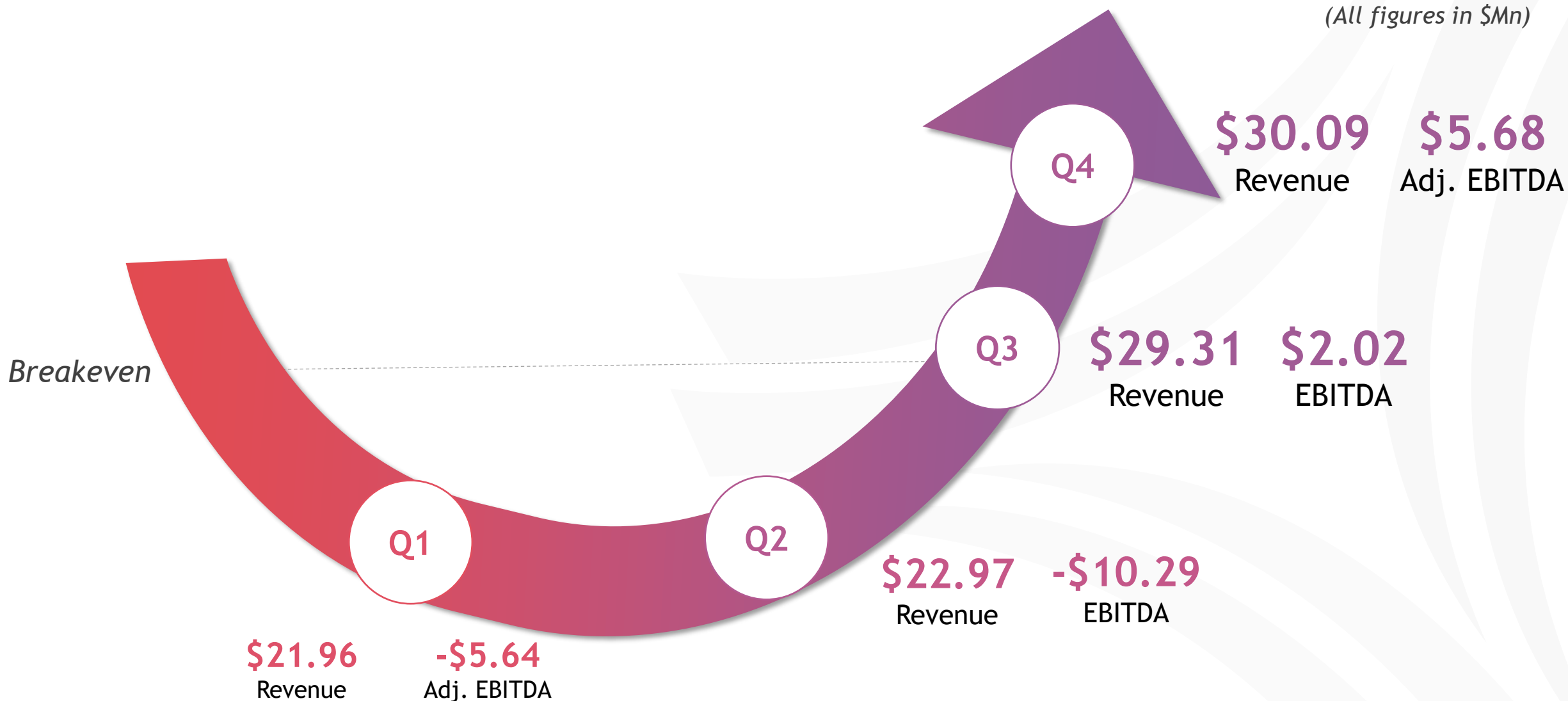
	TAKE	SYNEOS	ICON	IQVIA
Current Assets	117	1,738	2,103	5,090
Current Liabilities	71	1,577	1,124	4,558
Current Assets / Current Liabilities	1.6	1.1	1.9	1.1
Ranking	2	4	1	3

DEBT / EQUITY RATIO

	TAKE	SYNEOS	ICON	IQVIA
Total External Debt	70	3,173	348	12,533
Equity	153	3,242	1,850	6,001
Debt / Equity Ratio	0.5	1.0	0.2	2.1
Ranking	2	3	1	4

Q4 - Evolving Recovery & Healthy Outlook

(All figures in \$Mn)



Note: Revenue excludes Other Income

Earnings Conference Call Represented By

Srinivasan H.R.
Vice Chairman and
Managing Director

Shobana N.S
Executive
Director

Lalit Mahapatra
Chief Financial
Officer

Dr Ayaaz Hussain Khan
Global Head,
Generics

Sowmya Kaur
Clinical Head
for APAC

Conference Call Details

Time: 16:30 (IST) | Date: June 25th, 2021, 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 1466/ +91 22 7115 8826

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