



TAKE Solutions Ltd - Earnings Release

Quarter Ended June 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 Q1 FY19



In the IDC MarketScape: Worldwide Life Science R&D BPO Services 2018 Vendor Assessment, **Navitas Life Sciences** is positioned in the **Leaders category**



Expanded Capacity by moving to Larger Facilities in Princeton and Bangalore



Awarded **20+** **BA/BE Studies** across APAC



Our Bioanalytical Facilities At Bangalore And Manipal Have Successfully Completed **USFDA Inspections** With **No Observations**



Establishing Trustarc Certification to **Enhance Digital Security** for clients



Closed A **Landmark Renewal Contract** With A Large Pharma Player For **Regulatory Outsourcing Services**

Technology Highlights

3

Platforms enhanced
OneClinical
pharmaREADY
traceREADY

4

Solutions
coupled with partner
products

4

**Analytical
Platforms**
under development

3

Extended Functionality of
Solutions
including Regulatory
Information Management
Systems (RIMS)

One Clinical Updates

OneClinical

Enhancements to the **Reporting Module** of OneClinical to facilitate ease of understanding and actioning for study start-up activities

Developing Mathematical Models to support site selection, site initiation, patient screening and enrollment modules to ultimately ensure study bottlenecks are proactively identified and resolved

Developing OneClinical Into Platform-as-a-Service by Adding components of the clinical trial business process based on work breakdown structures as part of the digital transformation

Domain Expertise

Successfully conducted bi-annual network forums in **New York** and **London** with **300 Participants** and **High Member Satisfaction**

Inaugurated
2 New Network Forums in the fast-growing area of labeling

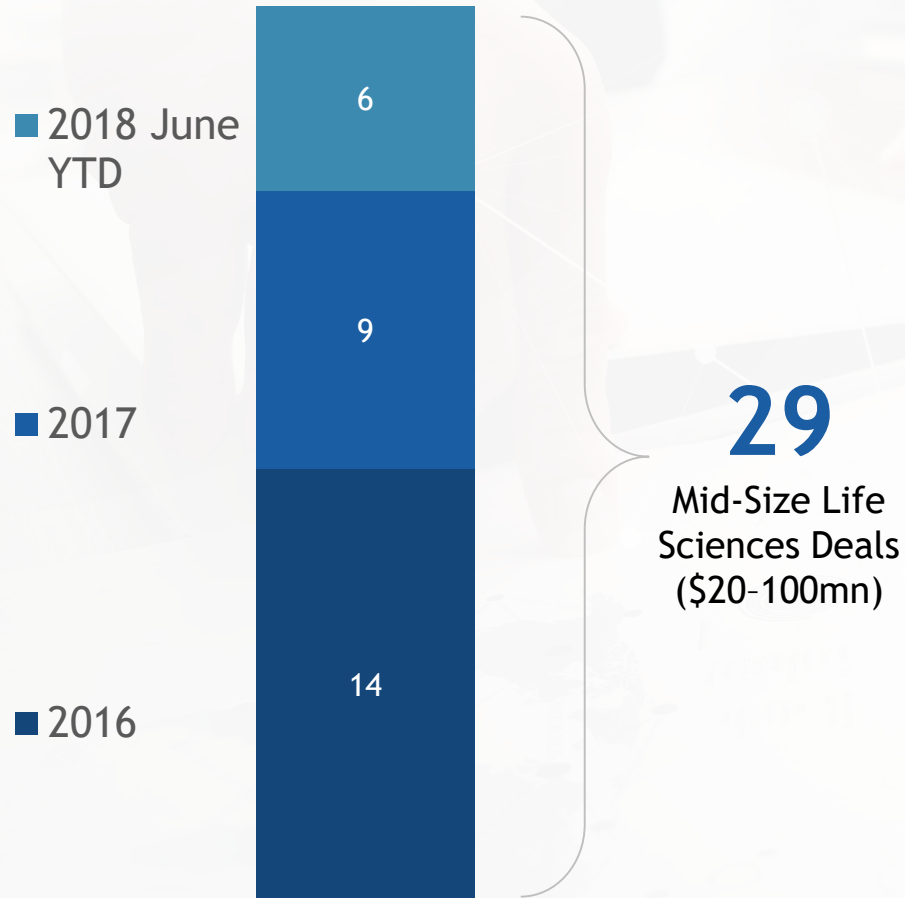


75+ Leads
generated from
in-forum referrals

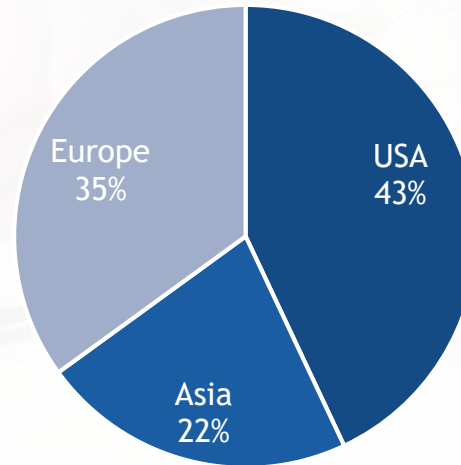
6 Domain Experts added
to the team across
3 Geographies, to
enhance our clinical
capabilities and expertise

Life Sciences M&A Landscape

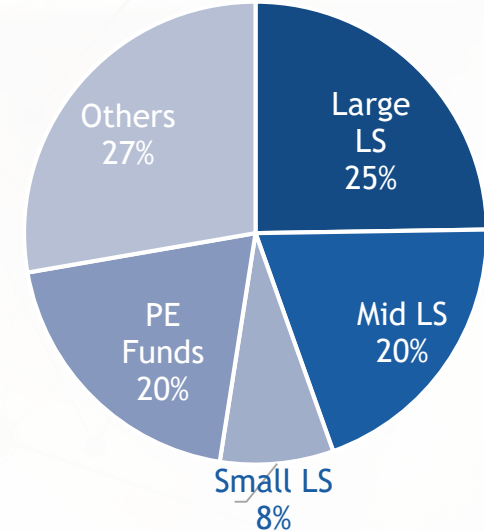
Intense M&A Activity in Mid-Size Life Science Companies over the past 2.5 years



Targets by Geography



Type of Acquirer



Key M&A Objectives

Expanding Expertise
In Therapeutic Area

Expanding
Geographic Reach

Build Capabilities
Through Acquisition
Of Technology
Platforms

Key Deals Life Sciences Space

Full service provider



Takeaways

There have been several large and mid-size full-service Life Sciences company consolidations in recent years

Functional service provider

Technology



Services



Life Sciences companies are chasing innovative platform-based technology targets with a focus on AI and automation

Acquirer company + Target company

\$0 - \$10M

\$10 - \$100M

\$100M+

Size of target

TAKE M&A Approach

TAKE Is Actively Participating In The M&A Market With 3 Clearly Defined Objectives



1

Add Additional Capacity to Expand Existing Business

Targeting additional clinical and generics footprint



2

Gain Foothold In The US Market And Expand It

Enhance clinical presence in US



3

Strengthen Our Core Philosophy Of Tech As A Differentiator

Targeting Tuck-ins and Tech platforms (AI, Digital, Automation) to provide platform-based services for E2E Labeling, Biostatistics and Biometrics

Quarterly Performance



Dollar
Rates

Q1 FY18

64.56

Period Average Rate

64.80

Period Closing Rate

Q4 FY18

64.54

Period Average Rate

65.07

Period Closing Rate

Q1 FY19

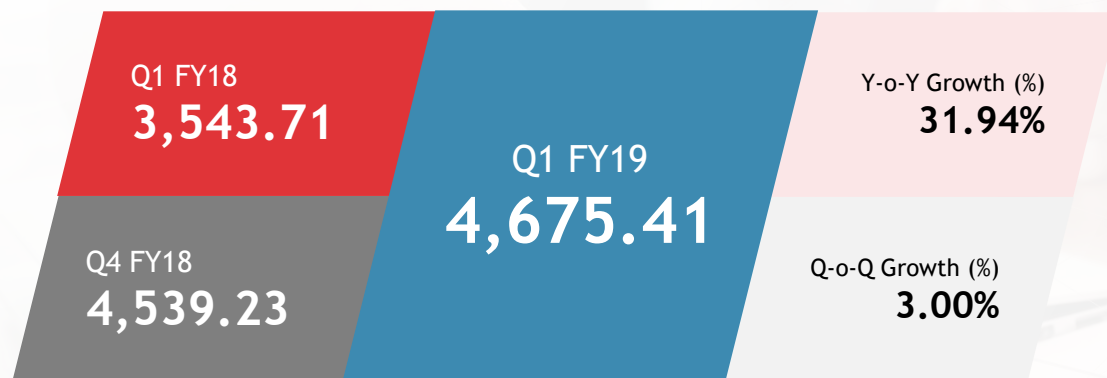
67.06

Period Average Rate

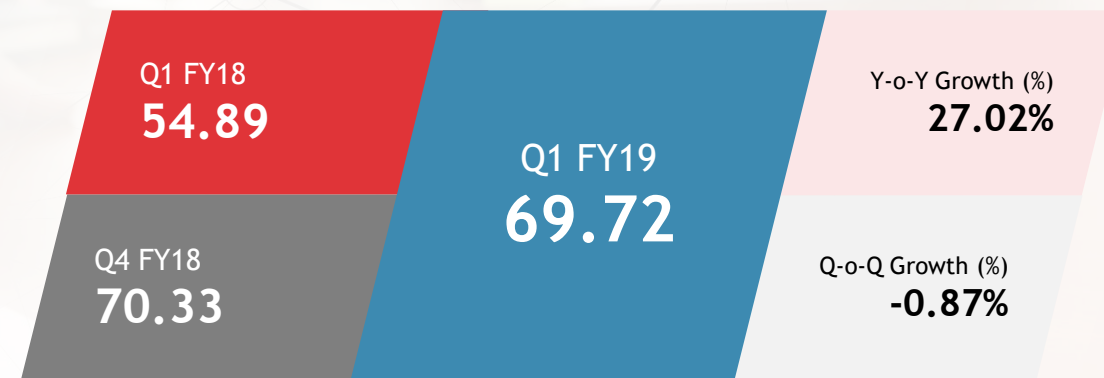
68.55

Period Closing Rate

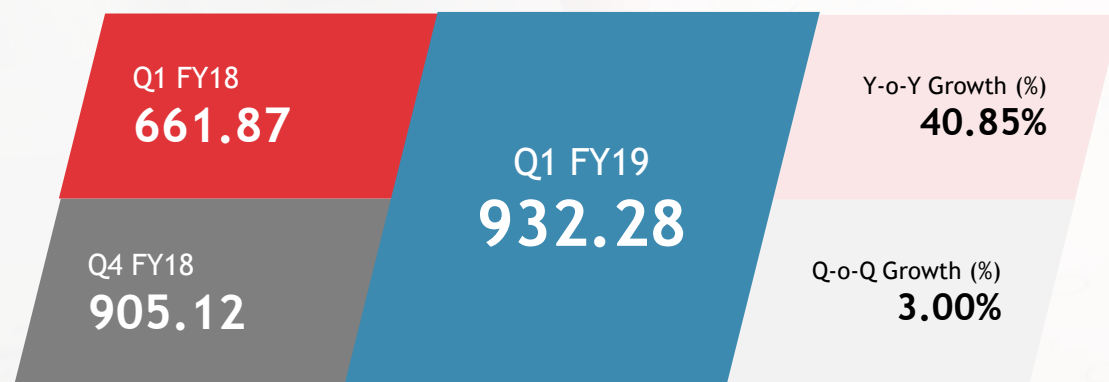
Operating Revenue (INR Millions)



Operating Revenue (USD Millions)



Operating EBITDA (INR Millions)



Operating EBITDA (USD Millions)



Profitability



Dollar
Rates

Q1 FY18

64.56

Period Average Rate

64.80

Period Closing Rate

Q4 FY18

64.54

Period Average Rate

65.07

Period Closing Rate

Q1 FY19

67.06

Period Average Rate

68.55

Period Closing Rate

PBT (INR Millions)

Q1 FY18

413.93

Q4 FY18

556.91

Q1 FY19

634.27

Y-o-Y Growth (%)

53.23%

Q-o-Q Growth (%)

13.89%

PBT (USD Millions)

Q1 FY18

6.41

Q4 FY18

8.63

Q1 FY19

9.46

Y-o-Y Growth (%)

47.52%

Q-o-Q Growth (%)

9.61%

PAT (INR Millions)

Q1 FY18

357.19

Q4 FY18

454.92

Q1 FY19

541.68

Y-o-Y Growth (%)

51.65%

Q-o-Q Growth (%)

19.07%

PAT (USD Millions)

Q1 FY18

5.53

Q4 FY18

7.05

Q1 FY19

8.08

Y-o-Y Growth (%)

46.00%

Q-o-Q Growth (%)

14.60%

Q1 FY19 - Tax Rate
14.60%

Q1 FY19

14.60%

Q4 FY18

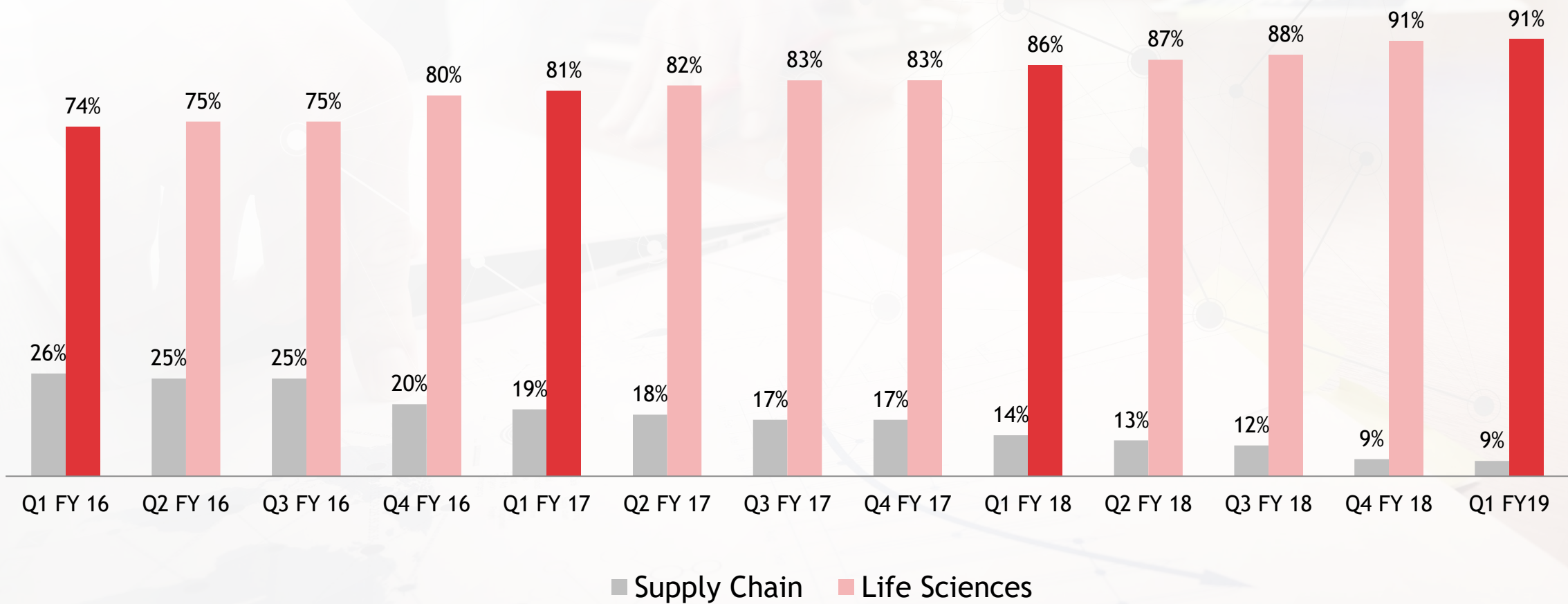
18.31%

Q1 FY18

13.71%

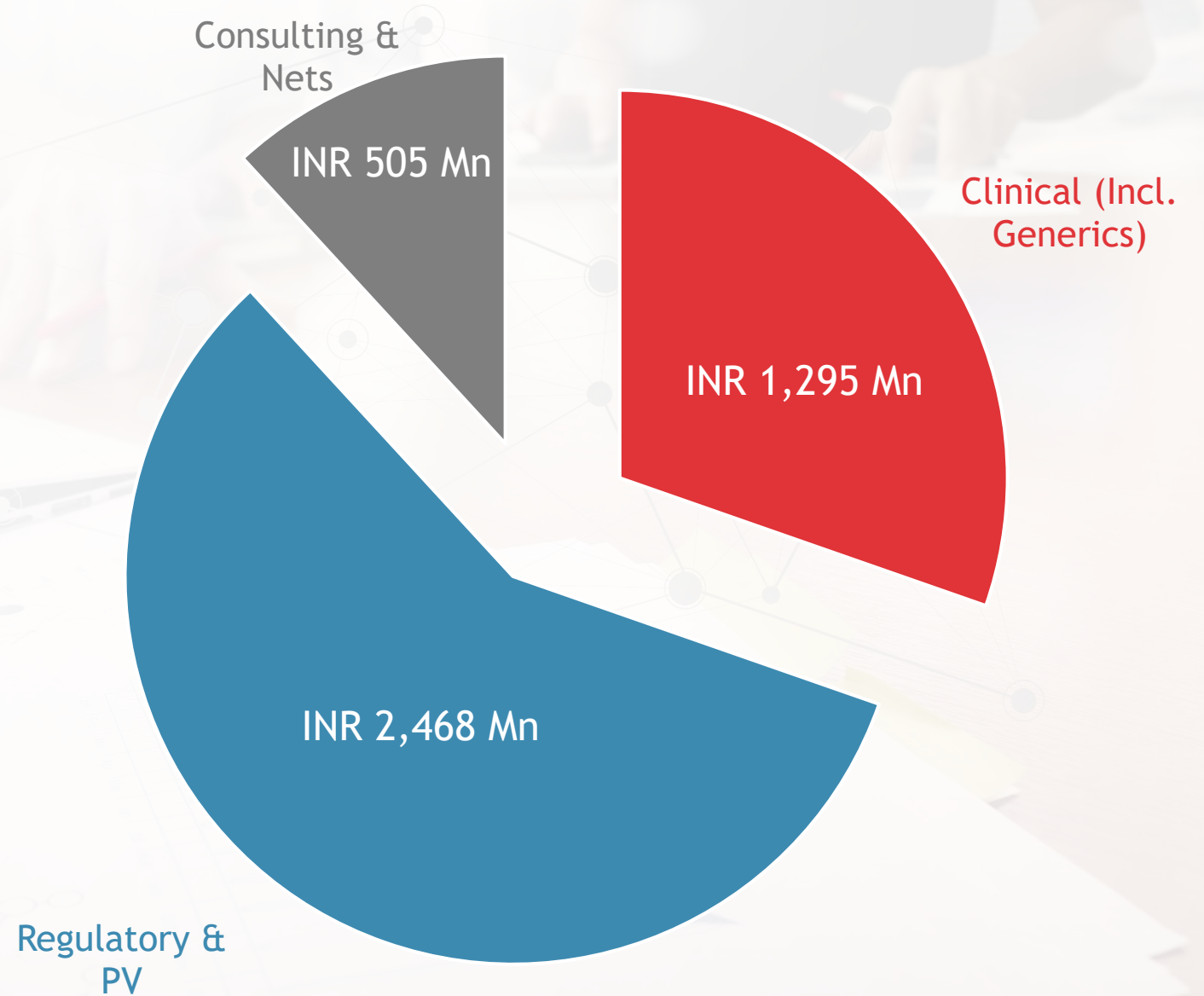
Revenue Composition

Life Science business growing at CQGR of 8%!
(Q1 FY16 - Q1 FY19)



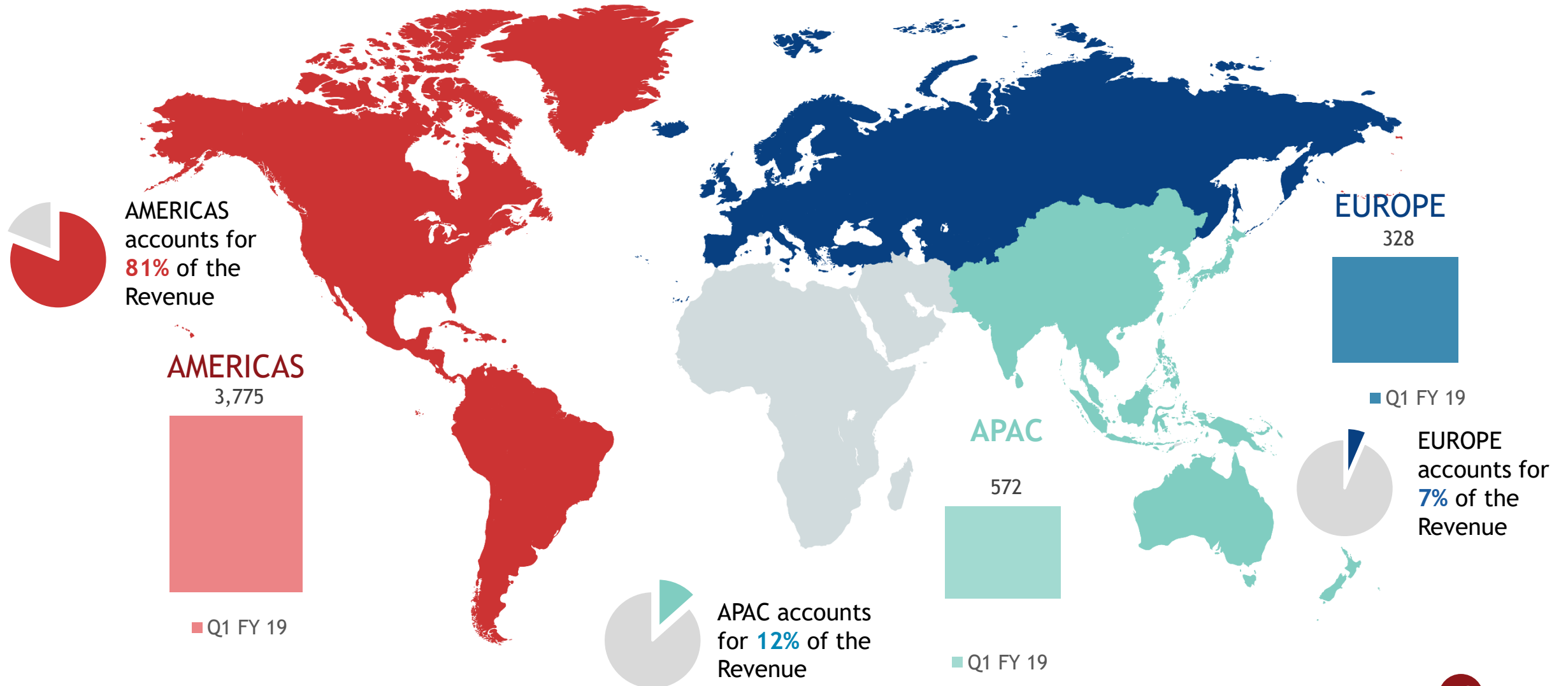
Q1 FY19 LS Revenue Across Verticals

*Delivering Value
Across All Verticals*

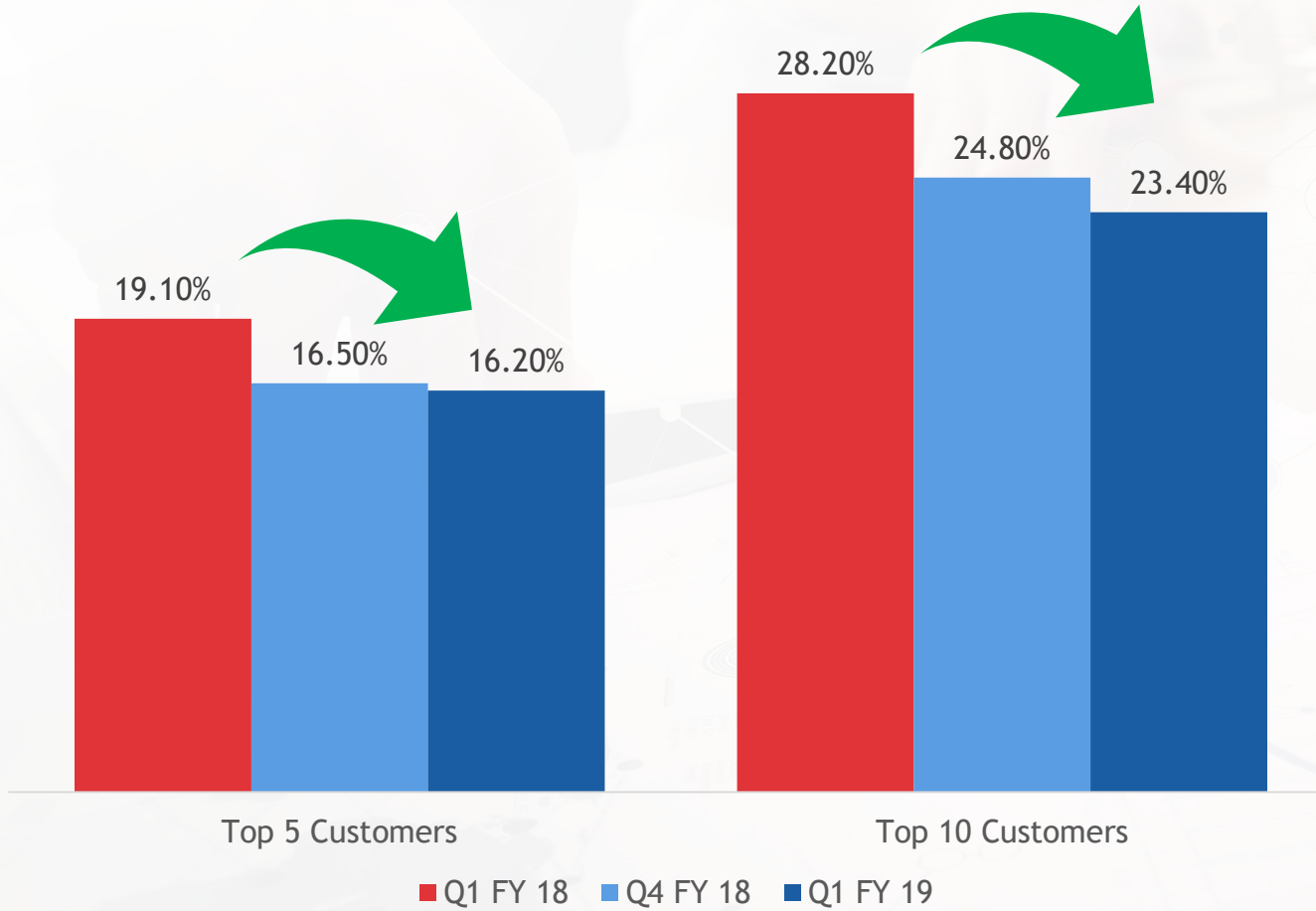


Q1 FY19 Revenue By Geography

*Significant footprint in
AMERICAS and APAC*



Customer Concentration



Diversifying our customer base and reducing the dependency on top customers

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: 5:00 pm (IST) | Date: August 10, 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:	+91 22 6280 1148		
Local Access Number:	+91 22 7115 8049	Toll Free Number:	USA: 1 866 746 2133
	Available all over India		UK: 0 808 101 1573
DiamondPass™ is a Premium Service that enables you to connect to your conference call without having to wait for an operator			Singapore: 800 101 2045
			Hong Kong: 800 964 448
		Click here for your DiamondPass	



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THANK YOU

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