

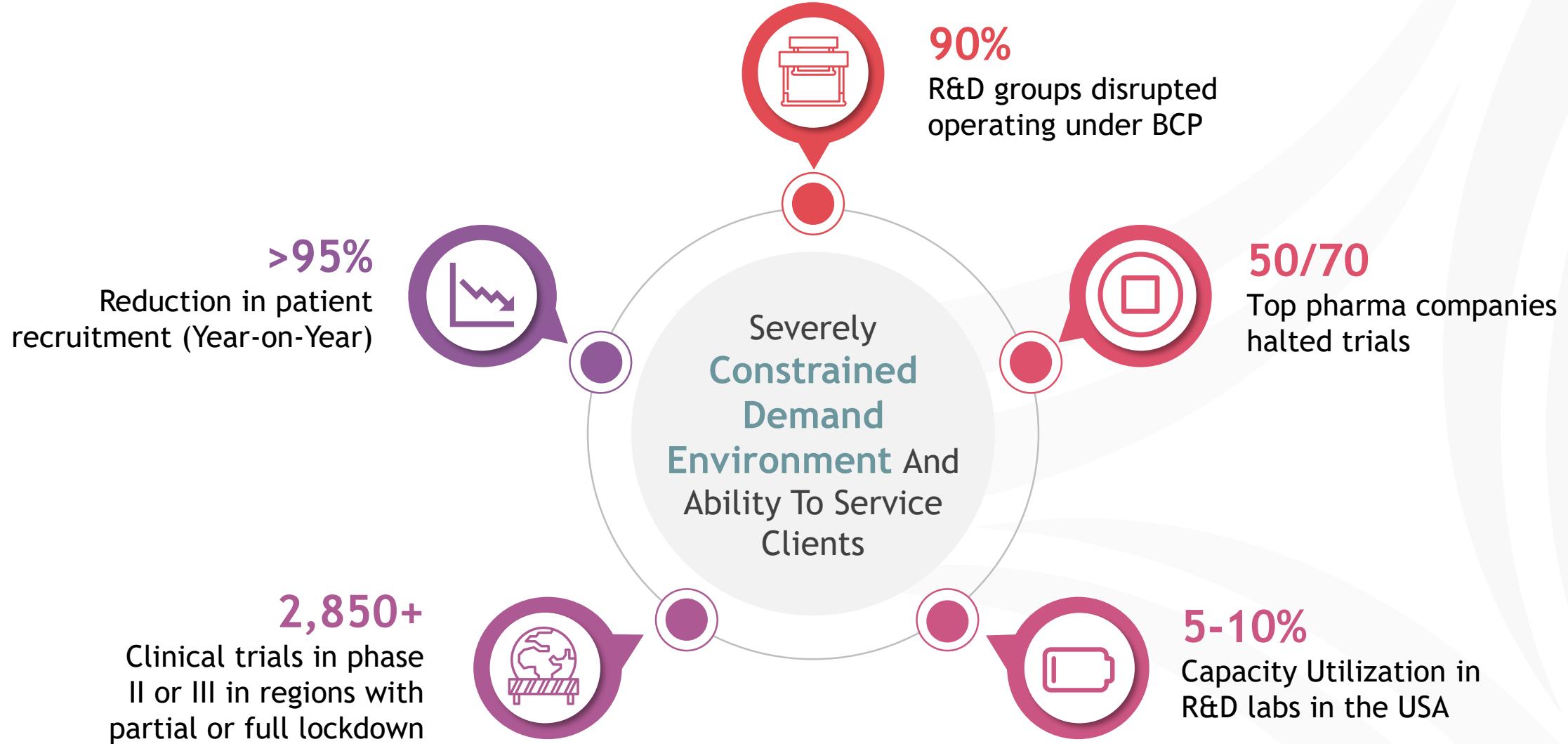
Earnings Release

Quarter Ended June 30, 2020



INSPIRED BY
OPPORTUNITY.
DRIVEN BY
KNOWLEDGE.

COVID-19 Impact - On the Industry



Source: McKinsey “COVID-19 implications for life sciences R&D: Recovery and the next normal”- May 2020

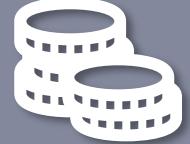
COVID-19 Impact - On TAKE Solutions

LIFE SCIENCES		SUPPLY CHAIN MANAGEMENT
COVID-19 impact	CLINICAL	REGULATORY & SAFETY
	<ul style="list-style-type: none">• 10-15% capacity utilisation• 18 trials disrupted in US and 11 trials disrupted in APAC• BA/BE completely halted till end of May, partially reopened from June• Travel restrictions on CRAs for visiting the trial sites continues	<ul style="list-style-type: none">• Regulatory and safety business is closely correlated to clinical trials - leading to spillover disruptions• Work from home - leading to 20% dip in efficiency• Data management projects have also been impacted
Mitigating Actions / Current Scenario	<ul style="list-style-type: none">• Proactively pursue COVID-related business opportunities• Build dynamic capacities to support virtual execution	<ul style="list-style-type: none">• Operational capacity trimmed down to 60 - 65% to align with revenue• Increased focus on chasing new logos

Priorities - In Uncertain Times



Protecting the health
and **WELL-BEING OF**
EMPLOYEES



Cash conservation
and **POSITIVE BOTTOM**
LINE



Progressively
DELEVERAGING
over the next 24
months



Improving liquidity by
DIVESTING businesses
which are not sufficiently
profitable/cash generating



Focusing on operating
efficiencies through
COST RATIONALISATION

Divestment of Supply Chain Management

Inline with our strategic objective of
Exiting The Supply Chain Management Business, we are in the final
stages of accepting an attractive management buyout offer for APA Engineering



Minority Shareholders have offered to buy our stake at
INR 17.40 crores

Closure Of EU Operations

1



TAKE's foray into EU has been checkered with **management and macro environment challenges**, since its acquisition

2



The first round of EU restructuring was completed in FY 2018-19, with **significant restructuring costs**

3



The strain imposed by the COVID 19 pandemic was quite severe in the EU region, and led to **serious business continuity challenges**

4



Based on prior experience in restructuring and available legal advice, exiting EU was the **most optimal & prudent course of action**

Provisioning of INR 1566.23 Mn (USD 20.7 Mn) in Q1 FY21

UNCERTAIN.

Sure to

REBOUND.



RESET
RETHINK
STRATEGIES

&

Chart out a
Rebound Journey

Business Highlights - On The Path To Recovery

6 COVID TRIALS WON

(5 in India and 1 in the Middle East) and shortlisted for a US Trial

SIGNIFICANT RENEWAL

A top 5 pharmaceutical renewed a **USD 5 Million** contract

LARGE WINS

3 contracts won
Value >2 Million USD each

3 contracts won
Value >1 Million USD each

PARTNERSHIPS FORMALIZED

for providing analytical solutions in Regulatory Intel and Literature Monitoring and automation of Pharmacovigilance



Quarterly Performance



Dollar
Rates

Q1 FY20

69.67
Period Average Rate

69.08
Period Closing Rate

Q4 FY20

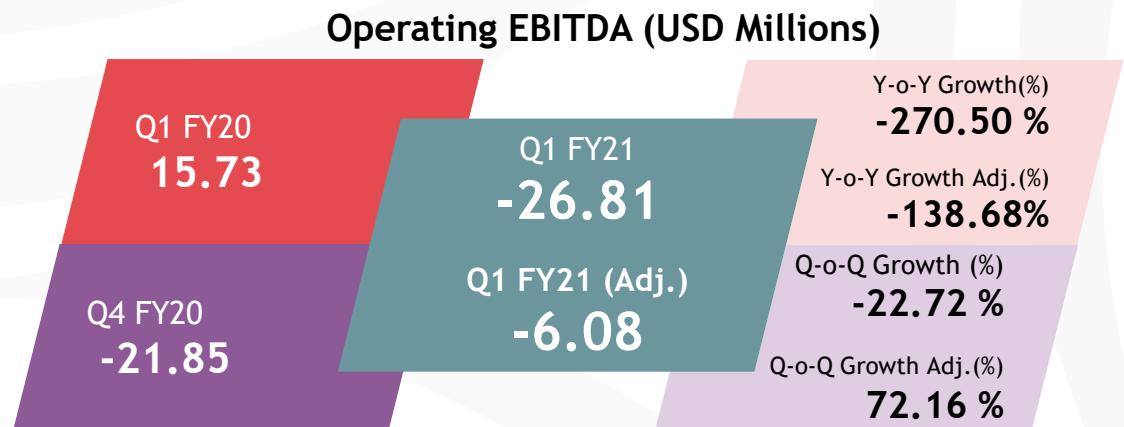
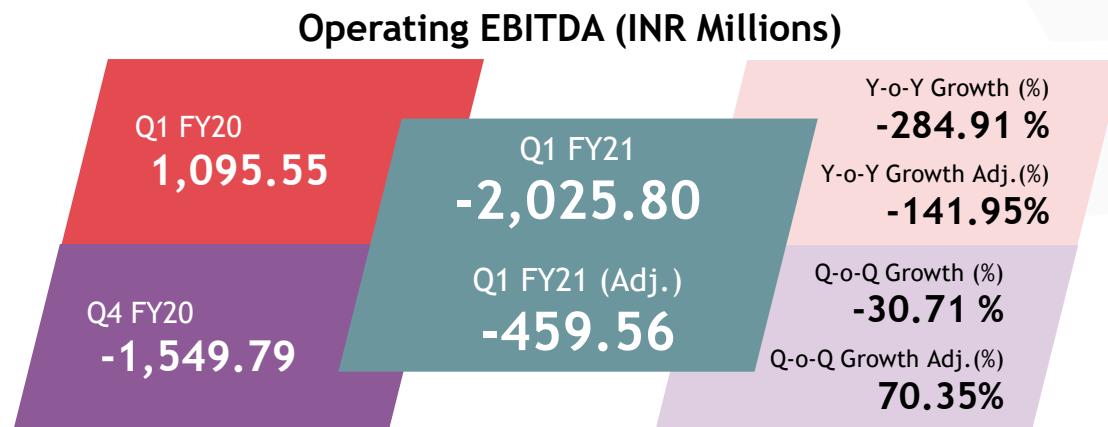
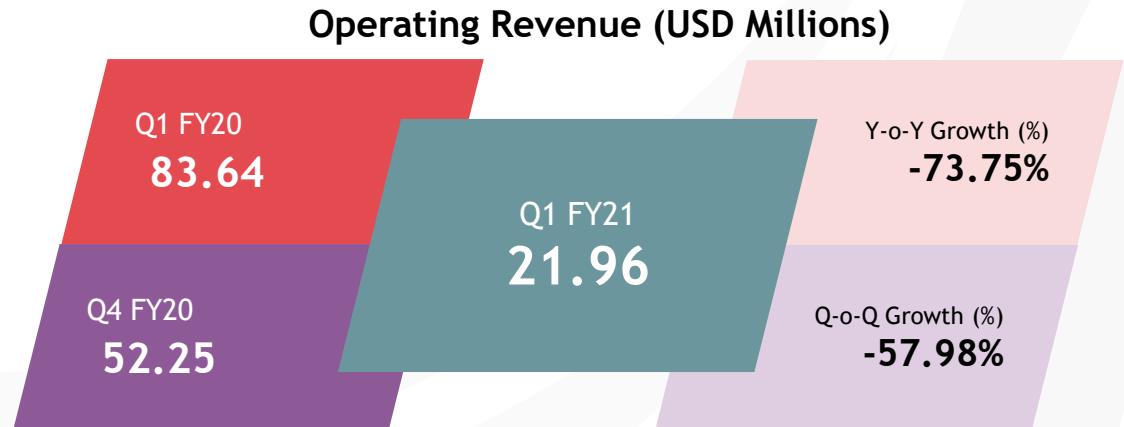
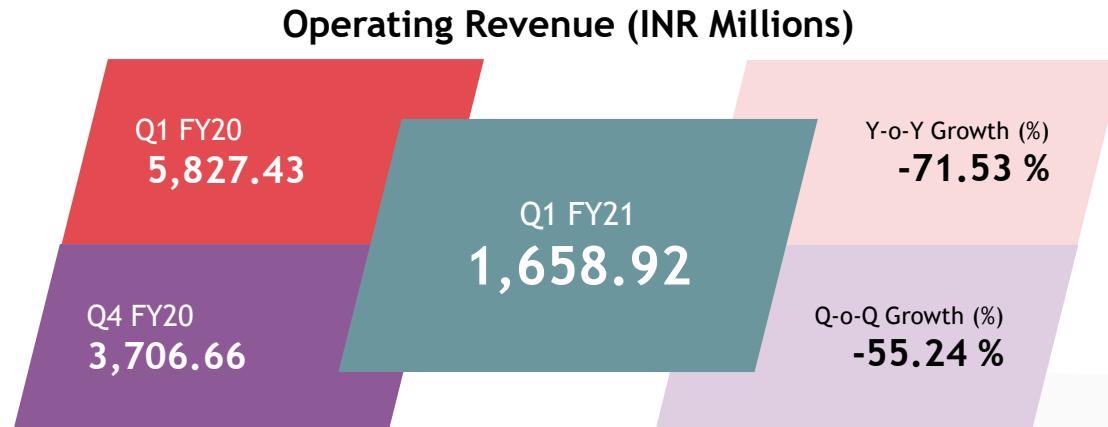
70.94
Period Average Rate

74.88
Period Closing Rate

Q1 FY21

75.56
Period Average Rate

75.36
Period Closing Rate



The COVID pandemic significantly reduced our revenue. Cost rationalization helped slow down the decline in EBITDA, but it was offset by the one-time provision (INR 1566.23 Mn) for the loss incurred in EU

Quarterly Profitability



Q1 FY20

69.67
Period Average Rate
69.08
Period Closing Rate

Q4 FY20

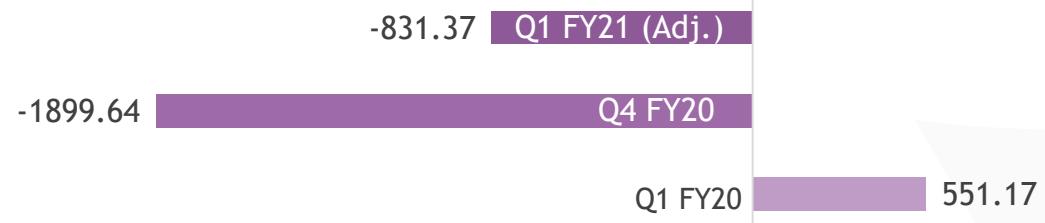
70.94
Period Average Rate
74.88
Period Closing Rate

Q1 FY21

75.56
Period Average Rate
75.36
Period Closing Rate

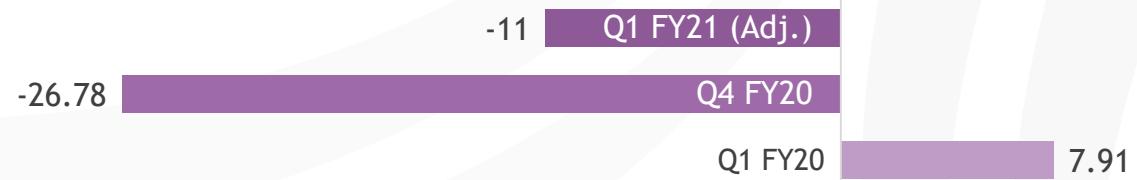
Q1 FY21 - PBT (Adj.)
INR -831.37 Mn

↑ **56.24%**
Q-o-Q



Q1 FY21- PBT (Adj.)
USD -11.00 Mn

↑ **58.91%**
Q-o-Q

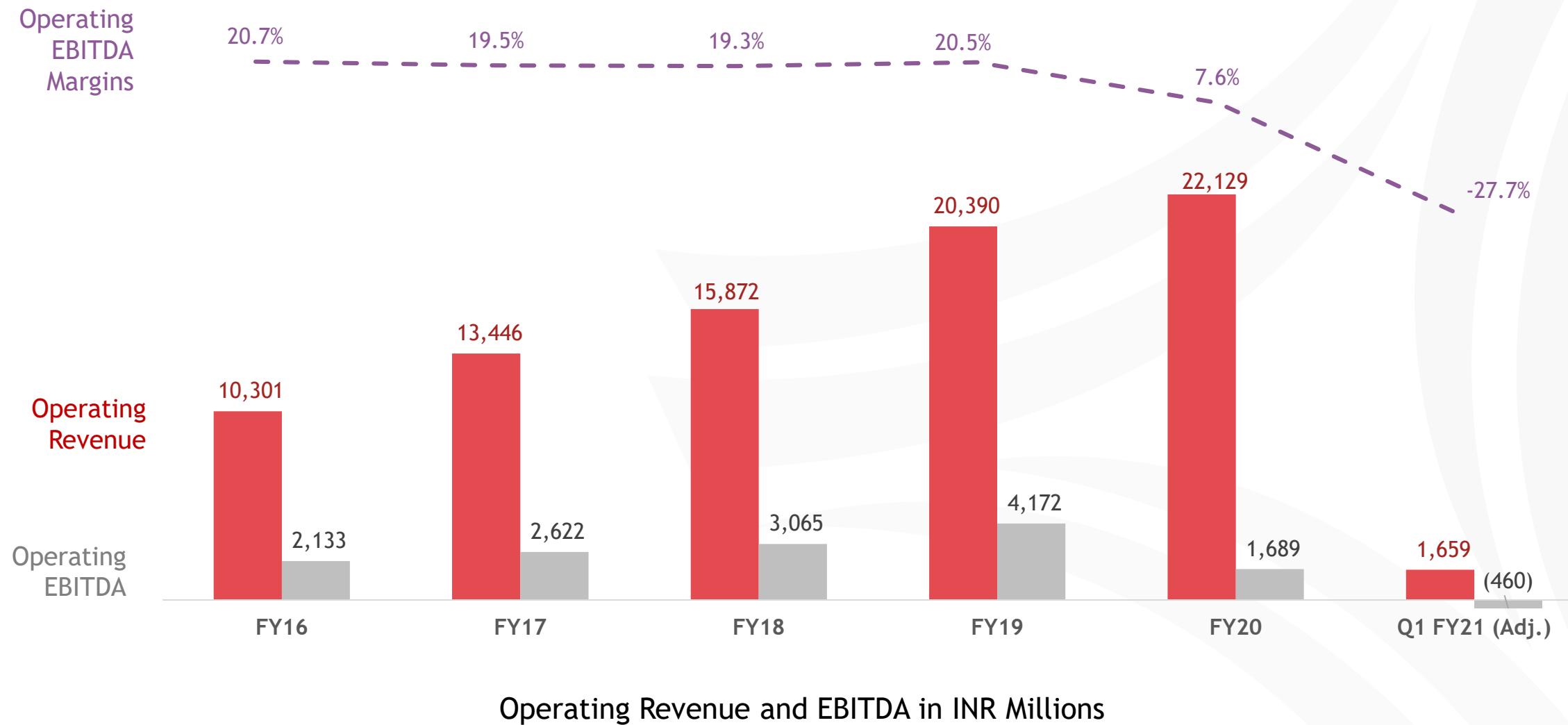


Q1 FY21 - PBT Margin (Adj.)
-50.09%

↑ **2.27%**
Q-o-Q



Financial Growth



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: 16:00 (IST) | Date: September 15th, 2020 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:
Local Access Number:

+91 22 6280 1443 / +91 22 7115 8338
+91 70 4567 1221 (Available all over India)

International Dial In (Toll Free)

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

UK : 44 203 478 5524

USA : 132 3386 8721

TAKE Solutions

www.takesolutions.com

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OPPORTUNITY.
DRIVEN BY
KNOWLEDGE.