


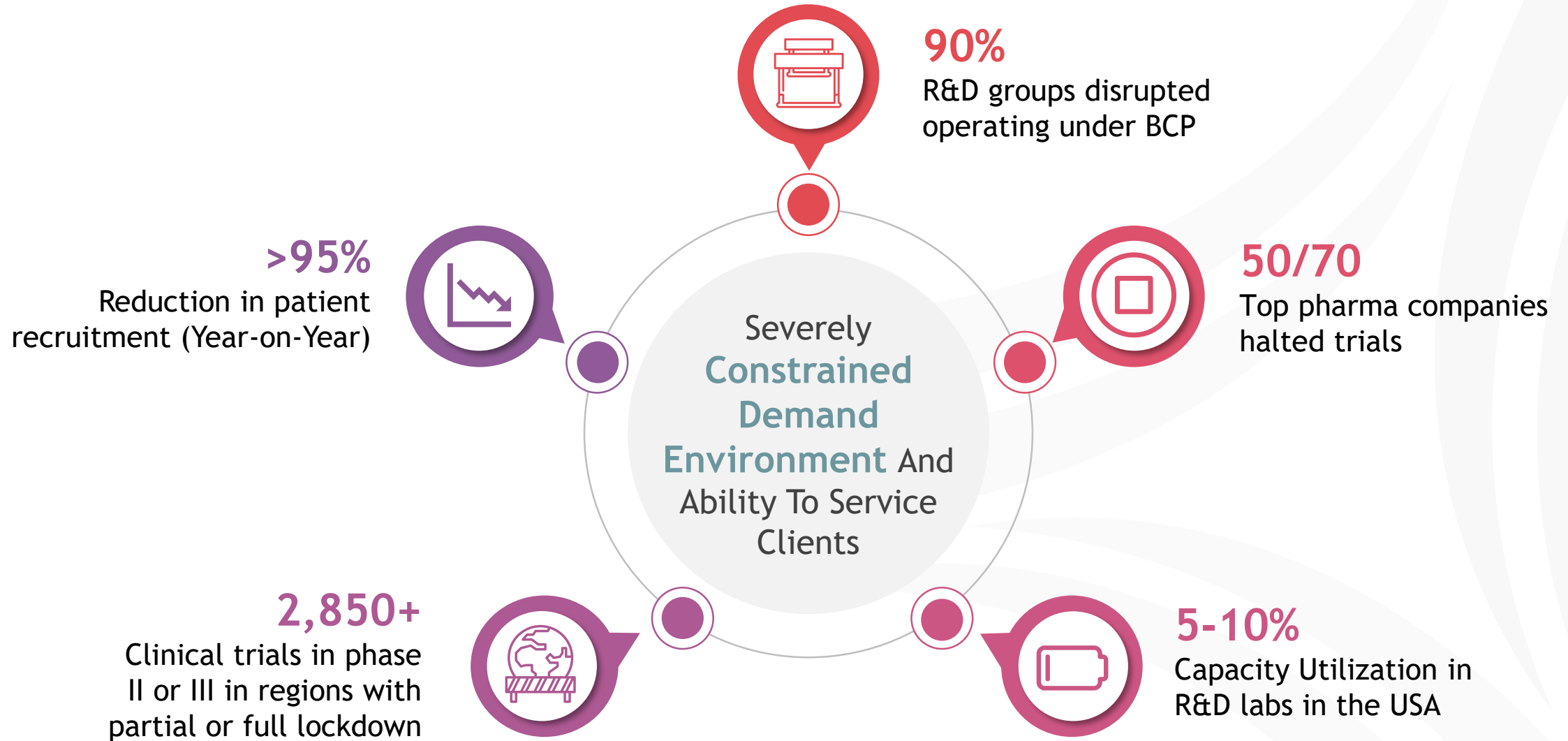
# Earnings Release

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

### CLINICAL

### REGULATORY & SAFETY

#### COVID-19 impact

- 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

- 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

- Proactively pursue COVID-related business opportunities
- Build dynamic capacities to support virtual execution

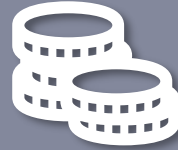
- Operational capacity trimmed down to 60 - 65% to align with revenue
- Increased focus on chasing new logos

Final stages of divestment

## 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.**



**RE** **SET**  
**THINK**  
**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

## Operating Revenue (INR Millions)



## Operating Revenue (USD Millions)



## Operating EBITDA (INR Millions)



## Operating EBITDA (USD Millions)



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



Dollar  
Rates

Q1 FY20

**69.67**

Period Average Rate

**69.08**

Period Closing Rate

Q4 FY20

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Period Average Rate

**74.88**

Period Closing Rate

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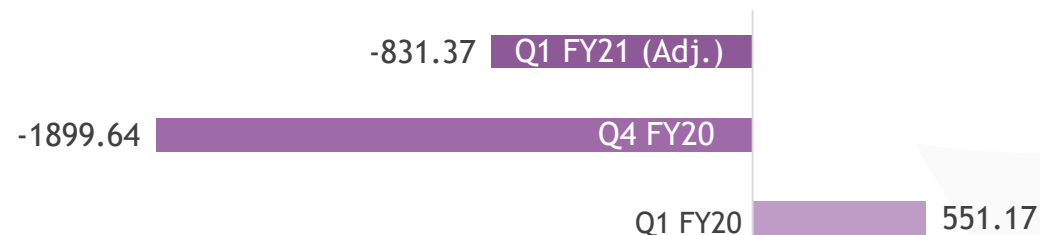
**75.36**

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



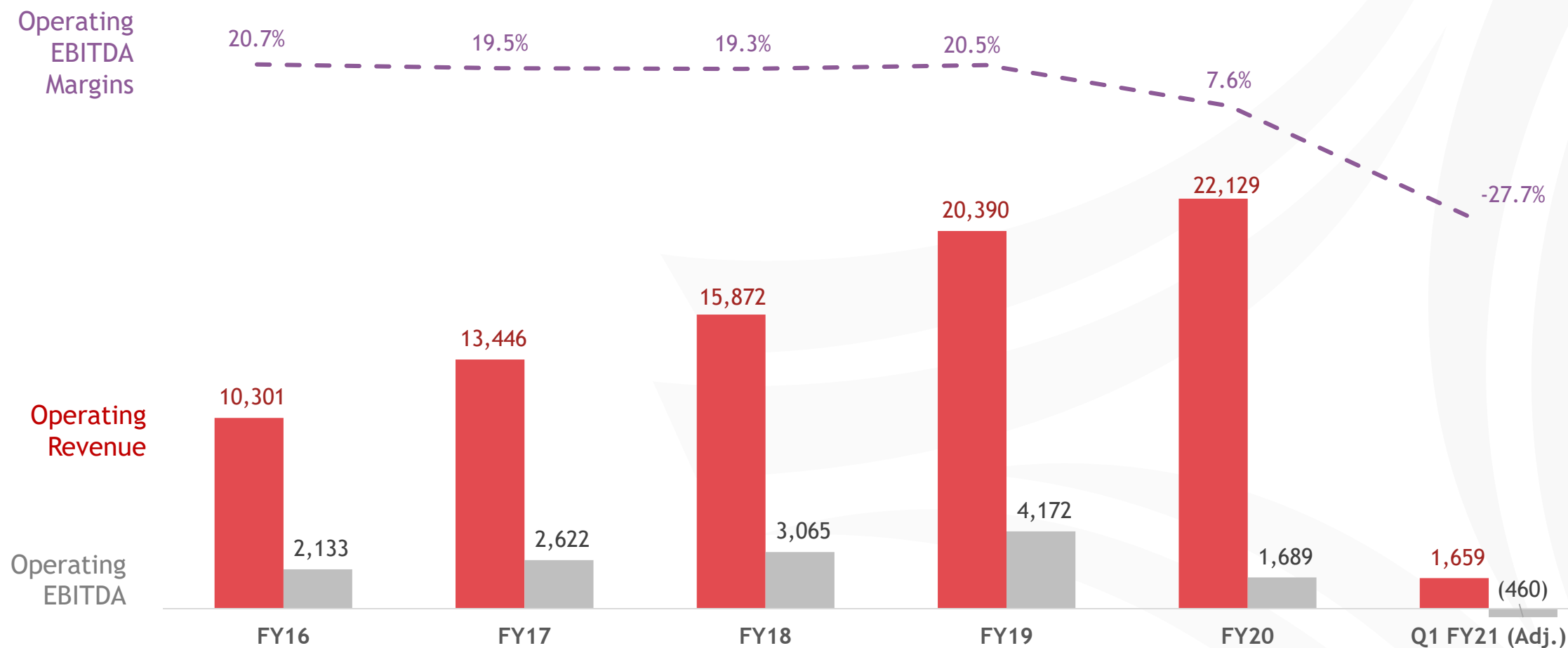
Q1 FY21 - PBT Margin (Adj.)

**-50.09%**

**2.27%**  
Q-o-Q



# Financial Growth



Operating Revenue and EBITDA in INR Millions

# 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 15<sup>th</sup>, 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:	+91 22 6280 1443 / +91 22 7115 8338
Local Access Number:	+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](http://www.takesolutions.com)

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