

Earnings Release

Quarter Ended December 31st, 2019



INSPIRED BY
OPPORTUNITY.
DRIVEN BY
KNOWLEDGE.

Consistent Efforts across the board



Significantly Increased Wallet Share from existing accounts



Leveraging synergy from acquisition to increase client base



High Success Rate in Cross-selling to key accounts



Establishing Domain Expertise in BA BE studies by pioneering new techniques and approaches to support novel studies

Operational Updates

Ongoing Project Delivery



Satisfactory delivery of key projects in terms of **Cost**, **Time** and **Quality**



College of American Pathologist
Recommended CTL for Accreditation once again

Audits/ Inspections for the current quarter



ISO 9001:2015 Recertification

Audited Facilities:
Frankfurt and
Berlin offices

Outcome: The facilities are recommended for continuation of certification



7 Customer Audits



No Critical Findings
during the audits/inspections

*Successfully crossed the post-merger milestones
and positively positioned for the future*

Navitas Data Sciences



Successfully completed
Brand Integration



Significant **Repeat Business & New Logo Wins** bagged



Offshoring Model Already Operational ahead of schedule

KAI Research



Brand Integration
On-schedule



Cross-selling efforts have yielded results



Integrated Delivery Model
established

GTM initiatives yielding results in a short span of time

Workforce alignment in place

Quarterly Performance



Q3 FY20

71.15
Period Average Rate
71.33
Period Closing Rate

Q2 FY20

70.43
Period Average Rate
70.56
Period Closing Rate

Operating Revenue (INR Millions)



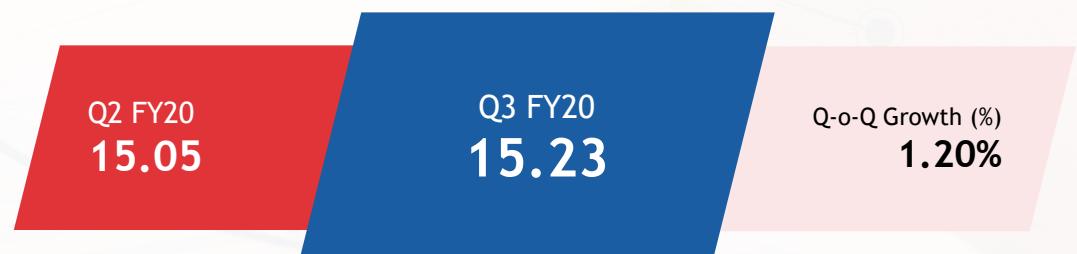
Operating Revenue (USD Millions)



Operating EBITDA (INR Millions)



Operating EBITDA (USD Millions)



Quarterly Profitability

Q3 FY20 - PBT (INR)
INR 599.32 Mn

3.33 %



Q3 FY20 - PBT Margin
9.16%

92 bps



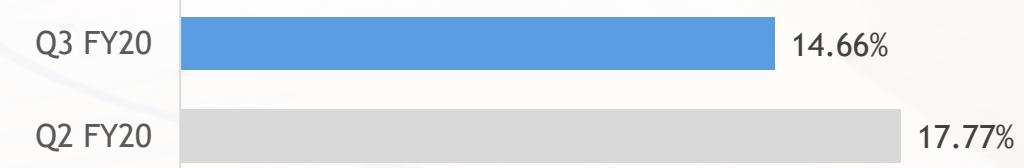
Q3 FY20 - PBT (USD)
USD 8.43 Mn

4.20 %



Q3 FY20 - Tax Rate
14.66%

311 bps



Q3 FY20

71.15
Period Average Rate
71.33
Period Closing Rate

Q2 FY20

70.43
Period Average Rate
70.56
Period Closing Rate

Quarterly Profitability



Q3 FY20

71.15
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Q2 FY20

70.43
Period Average Rate
70.56
Period Closing Rate

Q3 FY20 - PBT (INR) (*excluding other income*)
INR 564.93 Mn



1.80 %

Q3 FY20 564.93

Q2 FY20 554.93

Q3 FY20 - PBT (USD) (*excluding other income*)
USD 7.95 Mn



0.89 %

Q3 FY20 7.95

Q2 FY20 7.88

Q3 FY20 - PBT Margin (*excluding other income*)
8.68%



44 bps

Q3 FY20 8.68%

Q2 FY20 9.12%

Q3 FY20 - Tax Rate
14.66%



311 bps

Q3 FY20 14.66%

Q2 FY20 17.77%

YTD Performance



Dollar
Rates

Q3 FY20

71.15
Period Average Rate
71.33
Period Closing Rate

Q2 FY20

70.43
Period Average Rate
70.56
Period Closing Rate

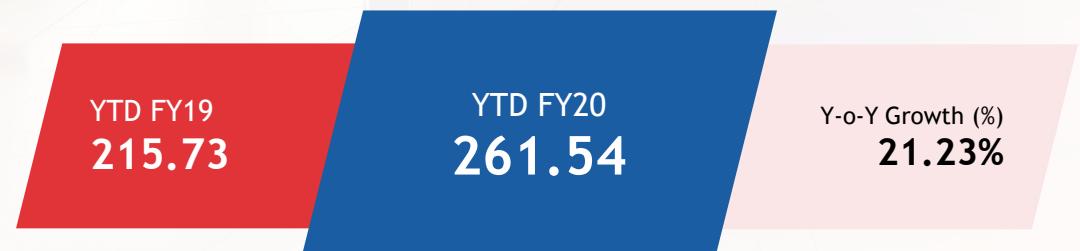
Q1 FY19

69.67
Period Average Rate
69.08
Period Closing Rate

Operating Revenue (INR Millions)



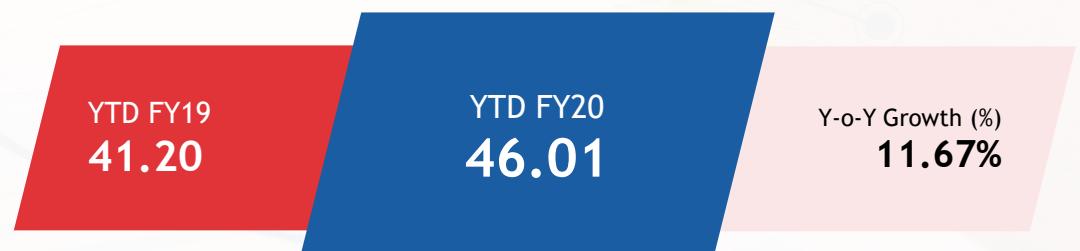
Operating Revenue (USD Millions)



Operating EBITDA (INR Millions)



Operating EBITDA (USD Millions)



YTD Profitability



Q3 FY20

71.15
Period Average Rate
71.33
Period Closing Rate

Q2 FY20

70.43
Period Average Rate
70.56
Period Closing Rate

Q1 FY19

69.67
Period Average Rate
69.08
Period Closing Rate

YTD FY20 - PBT (INR)
INR 1,770.47 Mn

2.25%

YTD FY20 1,770.47

YTD FY19 1,811.25

YTD FY20 - PBT Margin
9.55%

229 bps

YTD FY20 9.55%

YTD FY19 11.84%

YTD FY20 - PBT (USD)
USD 25.15 Mn

3.57%

YTD FY20 25.15

YTD FY19 26.08

YTD FY20 - Tax Rate
16.29%

16 bps

YTD FY20 16.29%

YTD FY19 16.45%

YTD Profitability



Q3 FY20

71.15
Period Average Rate
71.33
Period Closing Rate

Q2 FY20

70.43
Period Average Rate
70.56
Period Closing Rate

Q1 FY19

69.67
Period Average Rate
69.08
Period Closing Rate

YTD FY20 - PBT (INR) (*excluding other income*)
INR 1,662.85 Mn

6.05%



YTD FY20 - PBT (USD) (*excluding other income*)
USD 23.63 Mn

4.74%



YTD FY20 - PBT Margin (*excluding other income*)
9.03%

139 bps



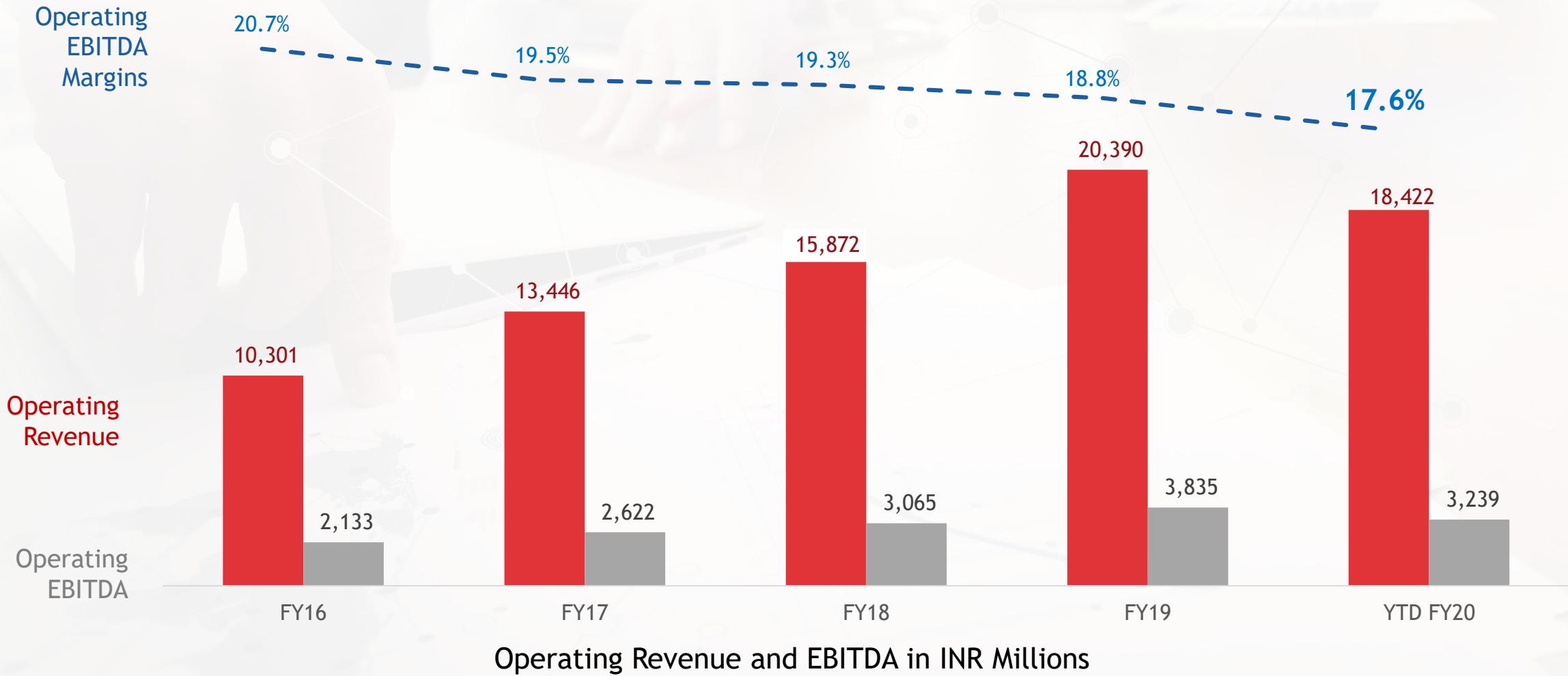
YTD FY20 - Tax Rate
16.29%

16 bps

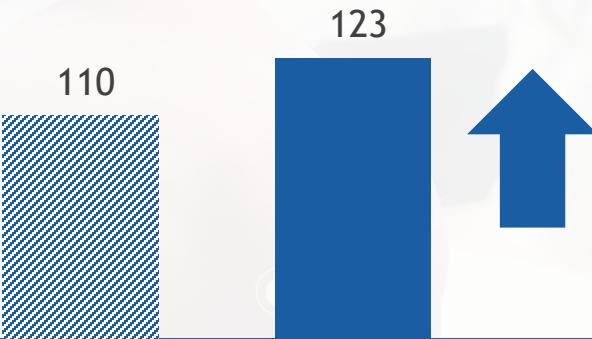


Financial Growth

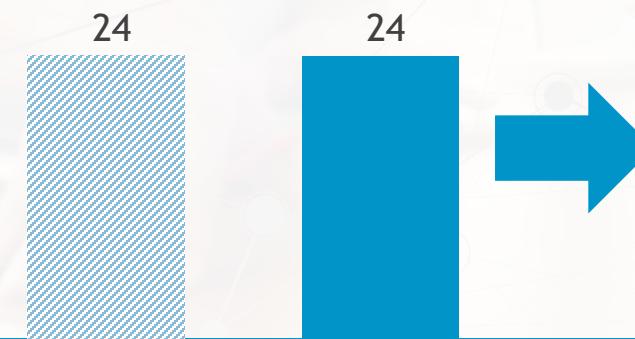
Delivering Consistent Growth



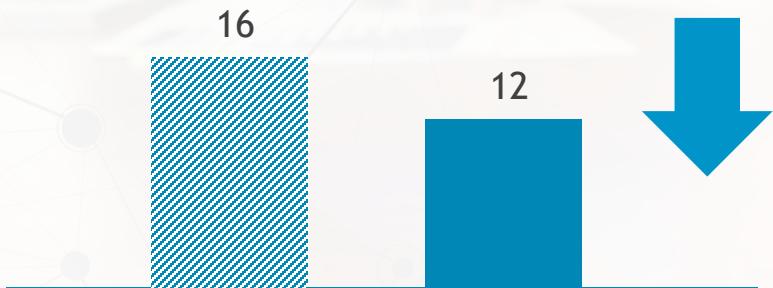
Balance Sheet- At a glance



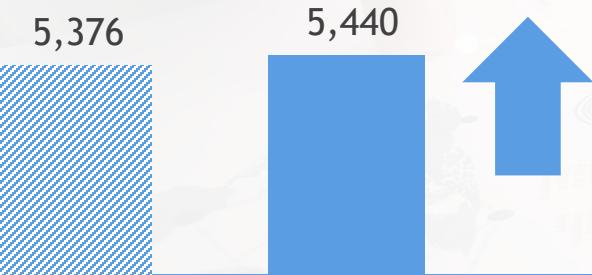
Trade Receivables Days



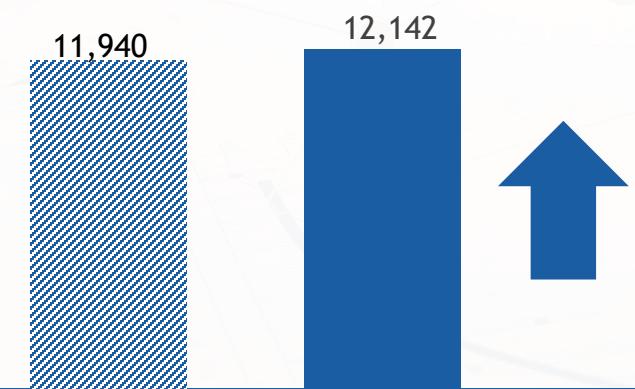
Unbilled Receivables Days



Trade Payable Days



Debt (In INR Mn)



Fixed Assets (Net) (In INR Mn)



Other Current Assets (In INR Mn)

Industry Benchmark

All figures in USD Mn

All figures based on latest published Annual Financial Statements

TURNOVER / TOTAL ASSETS

	TAKE	SYNEOS	ICON	IQVIA
Turnover	292	4,390	2,596	10,412
Total Assets	336	7,255	2,354	22,549
Turnover / Total Assets	0.9	0.6	1.1	0.5
Ranking	2	3	1	4

LONG-TERM ASSETS / LONG-TERM LIABILITIES RATIO

	TAKE	SYNEOS	ICON	IQVIA
Long-Term Assets	167	5,763	1,024	18,675
Long-Term Liabilities	12	2,896	389	12,301
Long-Term Assets / Long-Term Liabilities Ratio	14.0	2.0	2.6	1.5
Ranking	1	3	2	4

CURRENT RATIO

	TAKE	SYNEOS	ICON	IQVIA
Current Assets	167	1,492	1,330	3,874
Current Liabilities	103	1,503	611	3,534
Current Assets / Current Liabilities	1.6	1.0	2.2	1.1
Ranking	2	4	1	3

DEBT / EQUITY RATIO

	TAKE	SYNEOS	ICON	IQVIA
Total External Debt	68	2,787	349	11,007
Equity	218	2,856	1,354	6,714
Assets / Equity Ratio	0.3	1.0	0.3	1.6
Ranking	1	3	1	4

CASH CYCLE DAYS

	TAKE	SYNEOS	ICON	IQVIA
Average A/R Days	94	61	58	44
Average A/P Days	9	11	3	24
Cash Cycle Days	85	50	55	20
Ranking	4	2	3	1

Industry Benchmark (Contd.)

All figures in USD Mn

All figures based on latest published Annual Financial Statements

EBITDA MARGIN

	TAKE	SYNEOS	ICON	IQVIA
Turnover	292	4,390	2,596	10,412
EBITDA	55	545	452	1,948
EBITDA Margin (%)	18.8%	12.4%	17.4%	18.7%
Ranking	1	4	3	2

NET PROFIT MARGIN

	TAKE	SYNEOS	ICON	IQVIA
Revenue	292	4,390	2,596	10,412
Net Profit (Post Tax)	26	23	323	259
Net Profit Margin (%)	8.7%	0.5%	12.4%	2.5%
Ranking	2	4	1	3

RETURN ON EQUITY

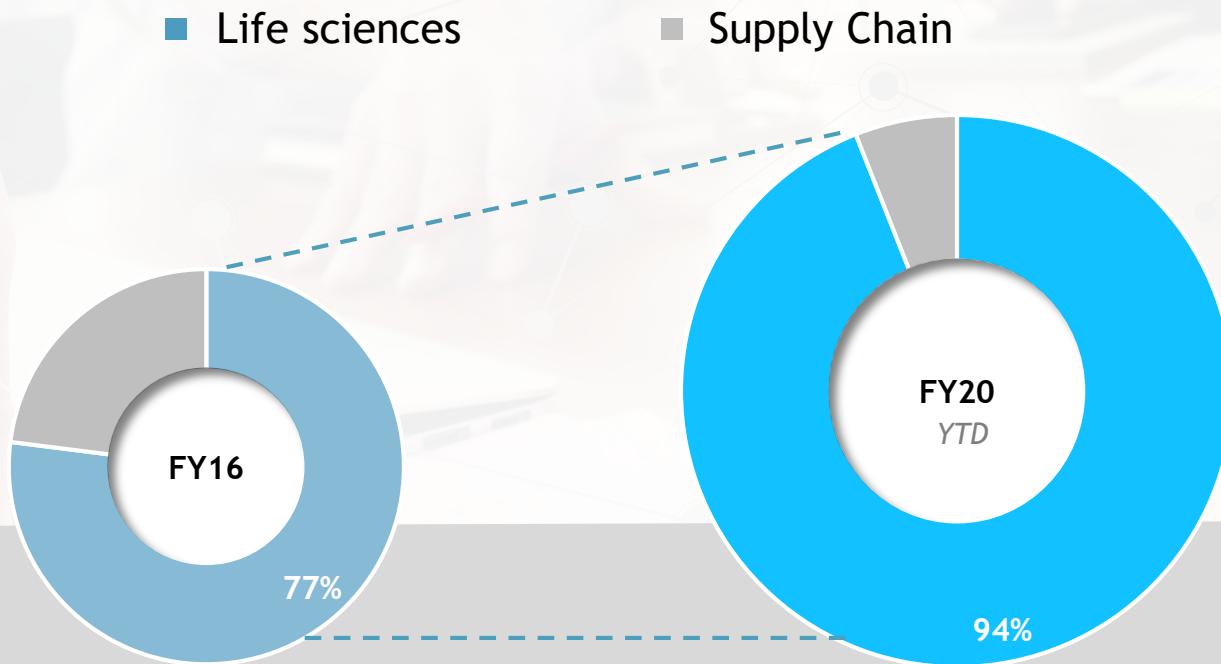
	TAKE	SYNEOS	ICON	IQVIA
Net Profit	26	23	323	259
Average Equity	205	2,939	1,273	7,412
Return on Equity (%)	12.7%	0.8%	25.4%	3.5%
Ranking	2	4	1	3

SCORE CARD

	TAKE	SYNEOS	ICON	IQVIA
Turnover / Total Assets	2	3	1	4
Current Assets / Current Liabilities	2	4	1	3
Cash Cycle Days	4	2	3	1
Long-Term Assets / Long-Term Liabilities Ratio	1	3	2	4
Debt/Equity Ratio	1	3	1	4
EBITDA Margin	1	4	3	2
Net Profit Margin	2	4	1	3
Return on Equity	2	4	1	3
TOTAL	15	27	13	24

Revenue Composition

Moving towards 100% from Life Sciences!
(Q1 FY16 - Q3 FY20)



TAKE has reclassified itself in both the Indian Stock Exchanges as belonging to the
“Pharmaceutical” industry.

Institutional Shareholding

(Holding more than 1% of total shares)

The shareholding of institutional investors holding above 1% of shares demonstrates the trust placed in our growth prospects.

Shareholding	March 31, 2019	June 30, 2019	September 30, 2019	December 31, 2019	January 31, 2020	
	Number of Shares	% of Total Shares				
Promoter Holding	9,89,51,594	9,89,51,594	9,89,51,594	9,89,51,594	9,89,51,594	66.89%
First State Investments	23,01,489	23,01,489	22,15,542	22,15,542	26,38,174	1.78%
Schroder International Selection Fund	25,24,200	19,92,834	21,93,522	24,21,488	24,52,249	1.66%
Sundaram Mutual Fund	19,47,495	21,23,697	21,23,697	21,28,697	21,28,697	1.44%
Tkp Investments Bv	19,75,230	17,96,726	19,19,004	19,19,004	19,19,004	1.30%
Total Institutional Holding above1%	87,48,414	82,14,746	84,51,765	86,84,731	91,38,124	6.18%
	10,77,00,008	10,71,66,340	10,74,03,359	10,76,36,325	10,80,89,718	73.07%
Other Institutional Holding	1,12,29,389	1,15,86,824	1,01,31,287	1,00,21,023	74,03,019	5.00%
Others	2,90,04,603	2,91,80,836	3,03,99,354	3,02,76,652	3,24,41,263	21.93%
Total number of shares outstanding	14,79,34,000	14,79,34,000	14,79,34,000	14,79,34,000	14,79,34,000	



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
1st 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

THANK YOU

www.takesolutions.com

For more details, please contact:
investorrelations@takesolutions.com

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