

## Earnings Release for the Quarter ended June 30, 2017

**Chennai, India – Monday, August 14, 2017:** TAKE Solutions Ltd. [BSE: 532890 | NSE: TAKE], a globally recognized knowledge and innovation intensive Life Sciences expert, today reported its consolidated financial results for the quarter ended June 30, 2017.

### **FINANCIAL PERFORMANCE**

Particulars	Figures in	Q1 FY18	Q1 FY17	Change (%)
				Y-o-Y
Revenue	INR Mn	3,544	3,176	11.59%
	USD Mn	54.9	47	15.83%
EBITDA	INR Mn	662	587	12.72%
Margin	%	18.70%	18.49%	
PATMI	INR Mn	361	345	4.64%
Margin	%	10.20%	10.86%	
Diluted EPS	INR	2.73	2.84	-3.9%

### **HIGHLIGHTS**

- EBITDA grew 12.72% in INR Y-o-Y.
- Q1 FY 18 saw revenue grow by 15.8% in USD and 11.6% in INR Y-o-Y.
- PATMI grew by 4.6% (In INR) Y-o-Y
- Life Sciences revenue increased by 18.8% (INR) & 23.3% (USD) Y-o-Y.

## MANAGEMENT COMMENTS

**Srinivasan H.R., Vice-Chairman and Managing Director, TAKE Solutions** said, *“The results were in-line with our expectations with strong growth in our core-segment (Life Sciences). Our Life Sciences business continues to gain momentum on the back of a solid account management plan that is being developed and matured under the leadership of our new Chief Growth Officer. Accounts are continuously being analyzed and tracked for cross and up selling opportunities across geographies and specific account plans are being prepared and leveraged for effectiveness. Our desire to move from a traditional service provider to an innovative and forward looking digital partner is actively being pursued by enabling necessary investments in state-of-the-art technologies and leadership.”*

**Ram Yeleswarapu, President and CEO, said,** *“Our solutions and services capabilities stretch across the clinical, regulatory, and safety domains and the target customer segments continue to be the innovator and generic pharmaceutical and biotechnology companies.*

*For innovator companies, our full-service capabilities to execute Phase II-IV clinical trials in Europe and Asia and functional service capabilities for the US geography are now being further fortified by a strong technology platform. We are excited to couple this capability with a strong desire to build therapeutic area focused medical, scientific, and regulatory expertise and clinical development teams that are therapeutically strong.*

*For generic pharmaceutical customers, we are in the process of becoming a one stop partner for pre- and post-approval opportunities. Our capabilities for conducting Phase I studies is well understood and recognized, and we are now attempting to leverage the established trust and comfort to extend our expertise in adjacent squares to these customers. As generic pharma companies continue to face margin pressures against a very competitive marketplace, our expertise in automation using technology and delivery excellence continues to propel us as the better suited partner to cater to their business objectives.*

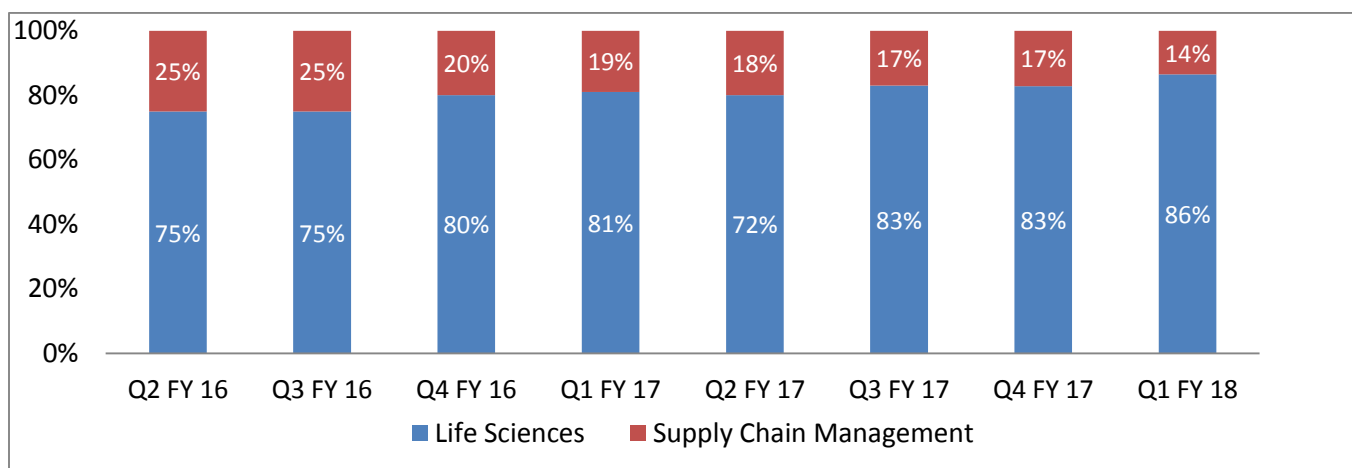
**He further added,** *“We are embedding our platform into the clinical trials we are being engaged to conduct and we believe that is the best way to benchmark the superiority of the outputs and the outcomes. our knowledge of the core regulatory and safety processes and technologies, and our ability to deploy best practice driven processes backed by a strong understanding of operations is putting us at the forefront of new opportunities with existing customers “*

## BUSINESS HIGHLIGHTS

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- Navitas, technology-led Life Sciences services provider across Clinical, Regulatory and Safety, would be augmenting its capabilities with the niche expertise of its legacy brands – Ecron Acunova and Intelent, Will now add to its IP and innovation intensive solutions with full-service CRO and Clinical & BA/BE capabilities, as well as Big Data Analytics expertise to emerge as an end-to-end strategic partner for Life Sciences companies to help them address their critical challenges and achieve their desired outcomes
- Our relationships with the small and medium customers continues to be on the lines of a full-service provider, while specific functional outsourcing relationships and niche capabilities are being recognized by the very large ones.
- Our partnerships with some of the industry leading enterprise software companies continues to lead us to licensing opportunities, while not excluding us from the potential opportunities of delivering services. This we believe will position us best in the long run while attempting to secure larger annuity driven service engagements, delivered using platforms for scale and consistency.
- We continue to present at industry recognized forums like the DIA, DCAT, SCDM, CPhI, GPhI, AAPS and have gained momentum in our efforts to deliver effective webinars on trending industry topics like the ICH E6 compliance.

## Revenue Composition - Trend



## OPERATING METRICS

Revenue			
	Q1 FY18	Q4 FY17	Q1 FY17
<b>INR Million</b>	<b>3,544</b>	<b>3,555</b>	<b>3,176</b>
Y-o-Y growth (%)	11.6%		
Q-o-Q growth (%)	-0.3%		
<b>USD Million</b>	<b>54.9</b>	<b>52.9</b>	<b>47.4</b>
Y-o-Y growth (%)	15.8%		
Q-o-Q growth (%)	3.7%		

Revenue by Vertical			
%	Q1 FY18	Q4 FY17	Q1 FY17
Supply Chain Management	14%	17%	19%
Life Sciences	86%	83%	81%
<b>Total</b>	<b>100%</b>	<b>100%</b>	<b>100%</b>

Dollar Rates			
	Q1 FY18	Q4 FY17	Q1 FY17
Period Average Rate	64.56	67.15	67.01
Period Closing Rate	64.80	64.88	67.61

Key Metrics		Q1 FY 18	FY 17
AR Collection Period	No. of Days	105	110
Networth	INR Mn	9,939	9,344
Capital Employed	INR Mn	12,906	11,718
RONW (Annualized)	%	14.98%	16.3%
ROCE (Annualized)	%	12.92%	14.1%
Book Value Per Share	INR	76	71

Statement of Unaudited Consolidated Financial Results for the quarter ended June 30, 2017 (In Lakhs except per share data)			
Sl. No.	Particulars	Quarter Ended	
		June 30, 2017	June 30, 2016
		(Unaudited)	(Unaudited)
1	Revenue from operations	35,437.13	31,764.50
2	Other Income	108.01	709.67
3	<b>Total Revenue</b>	<b>35,545.14</b>	<b>32,474.17</b>
4	<b>Expenses</b>		
	Cost of revenue	10,587.06	9,415.73
	Employee benefit expenses	10,051.35	9,344.32
	Finance cost	469.92	652.85
	Depreciation and amortisation	2,117.46	2,012.22
	Other expenses	8,180.04	7,131.45
	<b>Total Expenses</b>	<b>31,405.83</b>	<b>28,556.57</b>
5	<b>Profit/(Loss) before tax (3-4)</b>	<b>4,139.31</b>	<b>3,917.60</b>
6	<b>Tax expense</b>		
	Current tax	765.57	622.39
	Shortfall / (excess) provision of earlier years	(0.15)	(10.91)
	Deferred tax	(197.92)	(115.93)
7	<b>Profit/(Loss) for the period (5-6)</b>	<b>3,571.81</b>	<b>3,422.05</b>
	<b>Attributable to:</b>		
	Shareholders of the company	3,610.53	3,445.15
	Non-controlling interest	(38.72)	(23.10)
8	<b>Other Comprehensive Income</b>		
	a) i) Items that will not be reclassified to profit or loss	80.73	(1.59)
	ii) Income tax relating to the items that will not be reclassified to profit or loss	27.40	-
	b) i) Items that will be reclassified to profit or loss	(51.32)	311.72
	ii) Income tax relating to the items that will be reclassified to profit or loss	-	-
	<b>Total Other Comprehensive Income</b>	<b>2.01</b>	<b>310.13</b>
9	<b>Total Comprehensive Income</b>	<b>3,573.82</b>	<b>3,732.18</b>
	<b>Attributable to:</b>		
	Shareholders of the company	3,614.32	3,755.28
	Non-controlling interest	(40.50)	(23.10)
10	<b>Paid-up equity share capital (Face value ₹ 1/- each)</b>	<b>1,310.31</b>	<b>1,200.54</b>
11	<b>Earnings per share (of ₹ 1/- each not annualised)</b>		
	(a) Basic	2.76	2.87
	(b) Diluted	2.73	2.84

## EARNINGS CONFERENCE CALL

TAKE would like to invite you for the earnings call on August 14, 2017 at 3:00 pm (IST).

### Represented by

- Srinivasan H.R., Vice Chairman and Managing Director
- Shobana, Executive Director
- Ram Yeleswarapu, President and CEO
- Subhasri Sriram, Chief Finance Officer

The teleconference will be moderated by **Sudheer Guntupalli, Technology Analyst**, Institutional Equities, Ambit Capital.

### Conference Call Details

**Time: 3:00 pm (IST) | Date: August 14, 2017**

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:	<b>+91 22 3938 1078</b>		
Local Access Number:	3940 3977	Toll Free Number:	USA: 1 866 746 2133
	Available in - Ahmedabad, Bangalore, Chandigarh, Chennai,		UK: 0 808 101 1573
	Gurgaon (NCR), Hyderabad, Kochi/Cochin, Kolkata, Lucknow, Pune		Singapore: 800 101 2045
DiamondPass is a Premium Service that enables you to connect to your conference call without having to wait for an operator			Hong Kong: 800 964 448
		<a href="#">Click here for your DiamondPass</a>	

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## About TAKE Solutions

TAKE Solutions is a globally recognized knowledge intensive player, delivering comprehensive and niche solutions in Life Sciences (LS). TAKE offers IP-based software and extensive knowledge-based solutions to enable efficient Clinical, Regulatory, Safety outcomes for global clients. TAKE encompasses specialized capabilities under its Life Sciences business Navitas Life Sciences, whose technology-led Life Sciences services across Clinical, Regulatory and Safety are augmented by full-service CRO with Clinical & BA/BE capabilities and Big Data analytics expertise of its legacy brands Ecron Acunova and Intelent. Navitas Life Sciences delivers flexible and scalable solutions by seamlessly combining best-in-class processes, meaningful and unique industry insight, innovative technology, exacting analytics and a customer-centric culture.

TAKE's significant recognitions include a patent win from the United States Patent and Trademark Office (USPTO) for its 'Method for Optimizing Clinical Data Standardization', a 'Leader' certification in Drug Safety Services & Life Sciences R&D IT Outsourcing from IDC, recognition as the 'Dream Employer of the Year' at the World HRD Congress, the title of 'Most Admired Brand –IT' from the Asian Customer Engagement Forum and a Special Commendation for excellence in Corporate Governance from the Golden Peacock Awards. With its global headquarters in Chennai, India, TAKE has a proven track record of delivering world-class solutions to more than 150 customers worldwide, including 9 of the top 10 global Pharma companies. For more information, please visit [www.takesolutions.com](http://www.takesolutions.com).

### 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.

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