

February 12, 2021

TAKE/BSE/2020-21

The Manager  
Dept. of Corporate Services-Listing  
Bombay Stock Exchange Limited,  
P. J. Towers, Dalal Street,  
Mumbai - 400001

TAKE/NSE/2020-21

The Manager-Listing Department  
National Stock Exchange of India Limited  
Exchange Plaza,  
Bandra - Kurla Complex, Bandra (East),  
Mumbai - 400051

Dear Sir/Madam,

**Sub: Earning Release**  
**Ref: NSE Scrip Code: 532890 & BSE Scrip Code: TAKE**

We are pleased to enclose an earnings release for your reference and record.

Kindly take note of the same.

Thanking you.

Yours sincerely,  
For TAKE Solutions Limited

  
Srinivasan P

Company Secretary



Encl: As above.



~~UNCERTAIN.~~  
Sure to  
**REBOUND.**



Q3 FY21  
**Earnings  
Release**  
Quarter Ended  
December 31, 2020

## Business Highlights - Significant Traction



**Positive  
Operating Cash  
profit after interest  
in Q3**



**Capacity  
utilization is at  
60%**

**Almost doubled  
new business  
wins in Q3  
compared to Q2**

**2x**



**Significant  
improvement in  
Business development  
intensity**

# Business Highlights - *Results of focused business development efforts*



Sourced **Over \$7mn** of business from a global pharma (rare disease focus)



**Increased Annual Contract Value By 23%** for a long-term client (top 5 Pharma)



Successfully delivered COVID-19 studies in APAC for a large specialty pharma, leading to **Additional Business In The US Market**



**Added 6 New Members** to our proprietary industry forums “NETS” in Q3



Won **More Than \$5mn Of New Business** from a single account (top 5 specialty Pharma)

# The CRO Industry Is At An Inflection Point - We are poised to TAKE advantage

COVID-19 HAS BROUGHT A MUCH-NEEDED IMPETUS TO DIGITAL TRANSITION



## VIRTUAL TRIALS IS NO LONGER JUST A CONCEPT

*The global lockdowns have made the industry embrace the full potential of digital health tech like wearables, sensors and apps*



## THE INDUSTRY IS UNDERGOING A STRUCTURAL TRANSFORMATION

*Restructuring of the clinical trial landscape has begun. Returning to the traditional models is highly unlikely*



## ACCELERATED TRIALS WITH RIGOROUS STANDARDS IS THE NEED OF THE HOUR

*Technology platform-based services will be instrumental in rising to meet the demands of the current crisis, without compromises.*

**COVID-19 Has Changed Clinical Trials Forever**  
Technology-enabled services is the new normal

### OUR HEADSTART

TAKE has been investing in End-to-End Technology stack for over a decade.

**OneClinical®**  
Integrated Clinical Enterprise

**traceREADY™**

**pharmaREADY®**

**safetyREADY®**   **rimREADY™**

# Domain Expertise - Showcasing Thought Leadership

**“Shifting to a new era of technology-based work”**  
BioSpectrum India, Dec 2020

**“Drug makers brace themselves for cyber-attacks in virus times”**  
The Hindu Business Line, All India, Nov 2020

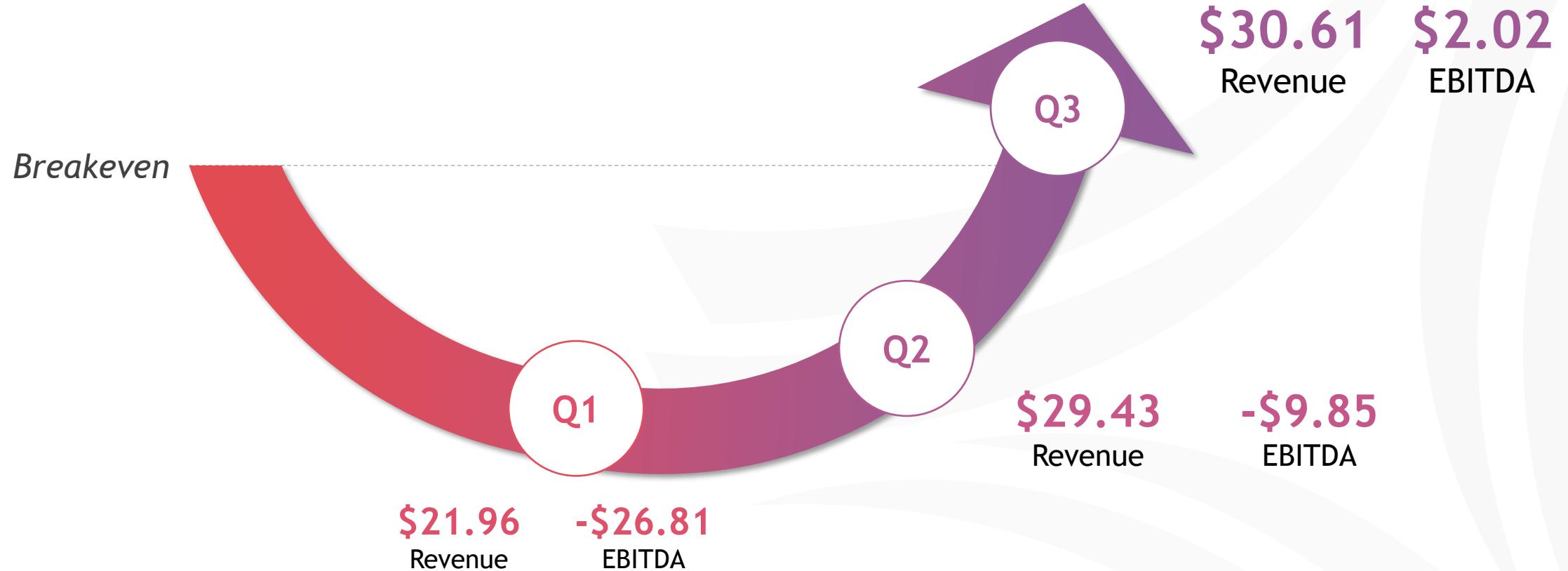
**“Moving ahead with Intelligent Virtual Clinical Trials”**  
PharmaFocus Asia, Dec 2020

**“Demand for pharmacovigilance services arises amid COVID-19”**  
The Hindu Business Line, All India, Oct 2020



[Click Here For More Info](#)

## *Q3 - Moderate Recovery & Healthy Outlook*



# Quarterly Performance



Dollar  
Rates

Q3 FY21

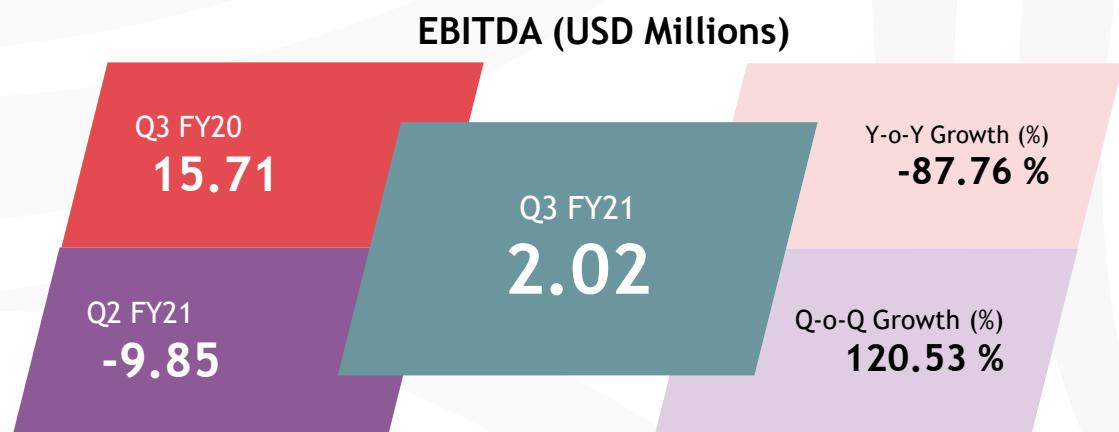
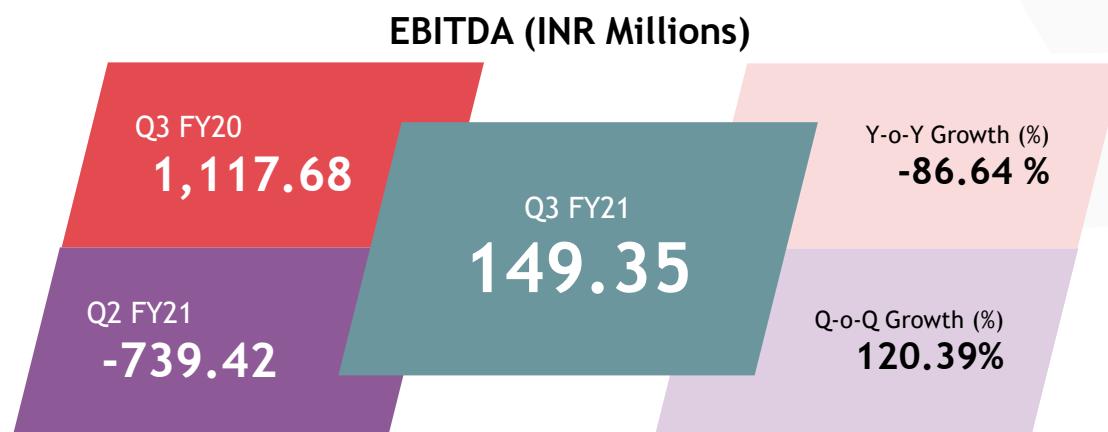
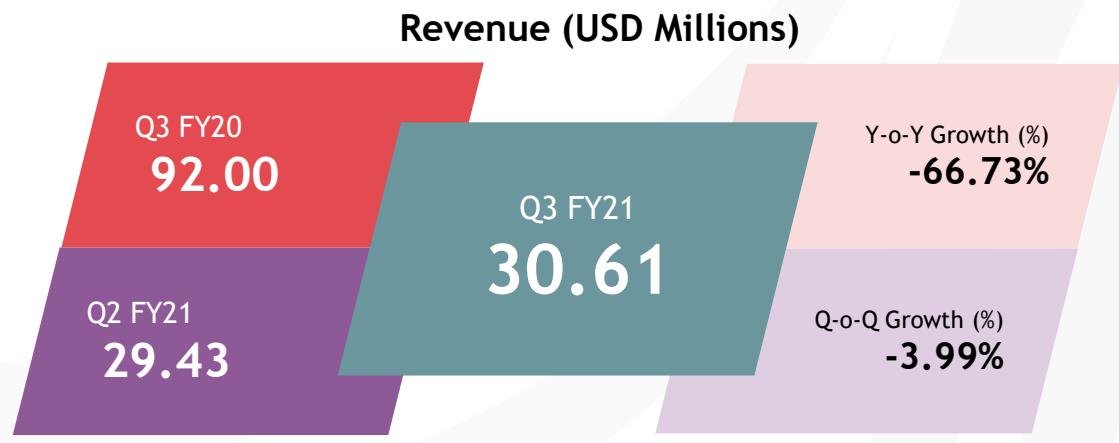
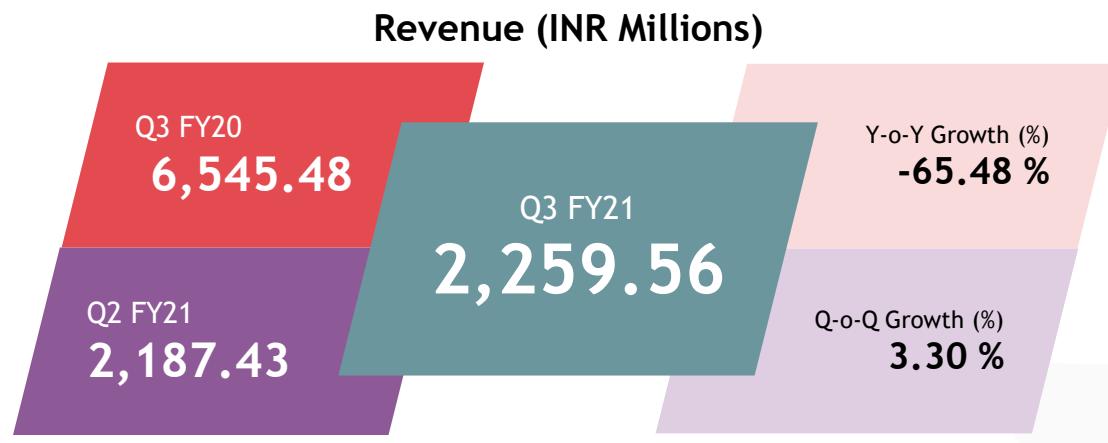
**73.82**  
Period Average Rate  
**73.09**  
Period Closing Rate

Q2 FY21

**74.32**  
Period Average Rate  
**73.70**  
Period Closing Rate

Q3 FY20

**71.15**  
Period Average Rate  
**71.33**  
Period Closing Rate



Q3 results witnessed a moderate paced recovery and turned **EBITDA positive**

# Quarterly Performance

of the Continuing Business\*



Dollar  
Rates

Q3 FY21

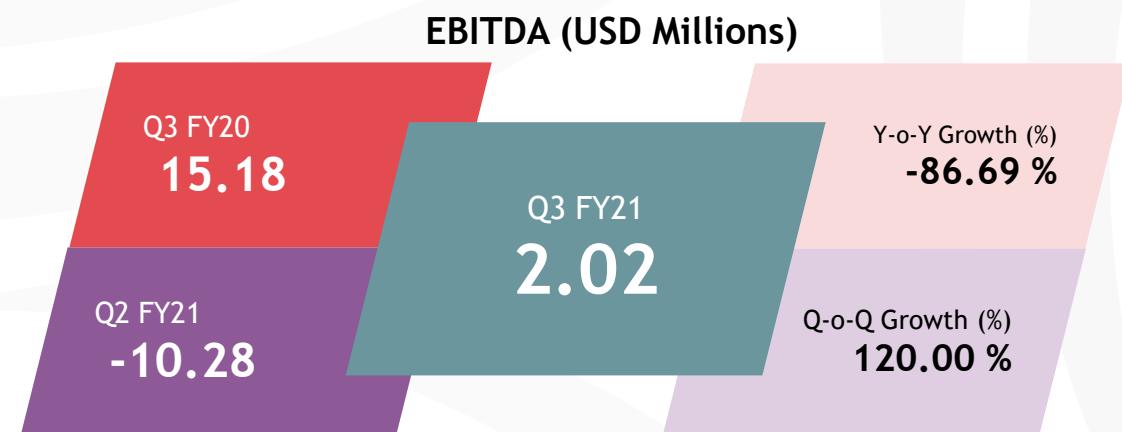
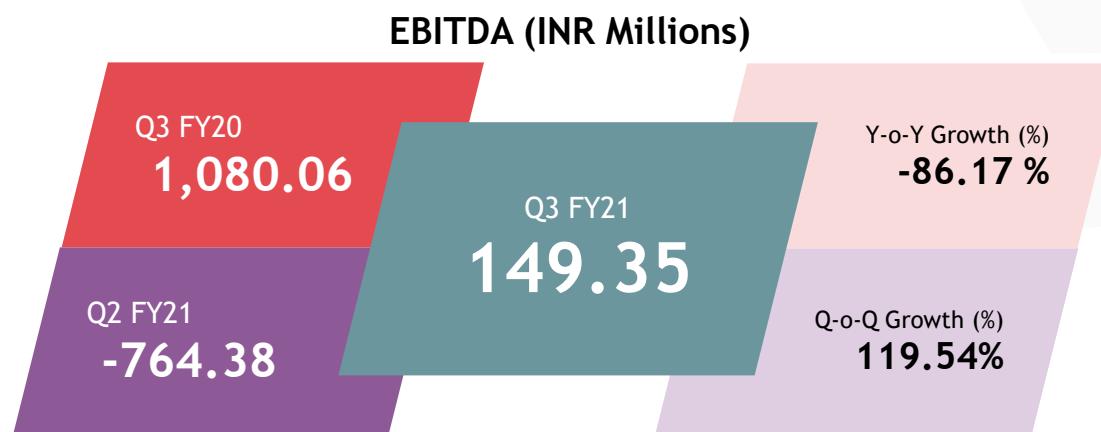
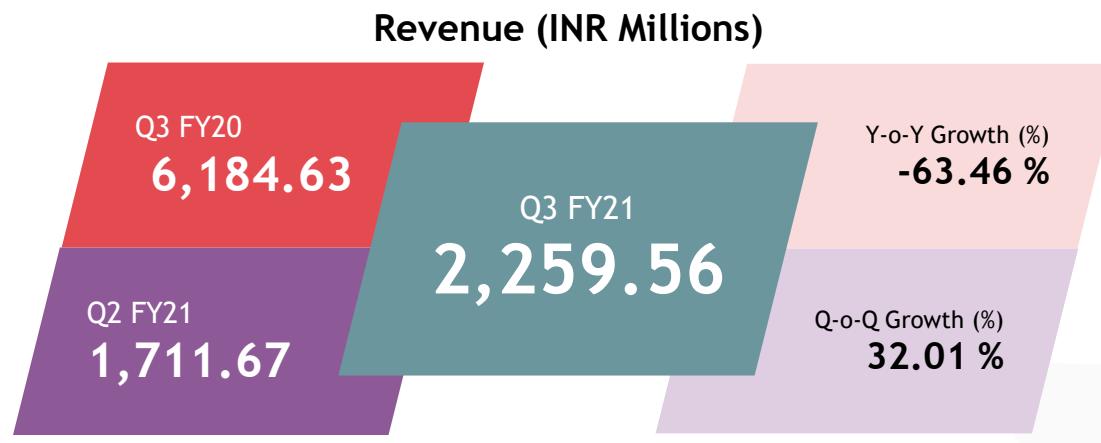
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Q3 FY20

**71.15**  
Period Average Rate  
**71.33**  
Period Closing Rate



\* Continuing Ops Figures - Excluding the impact of business divested (discontinued operation - supply chain) during the quarter Q2 FY21.

# Quarterly Profitability



Dollar  
Rates

Q3 FY21

**73.82**  
Period Average Rate  
**73.09**  
Period Closing Rate

Q2 FY21

**74.32**  
Period Average Rate  
**73.70**  
Period Closing Rate

Q3 FY20

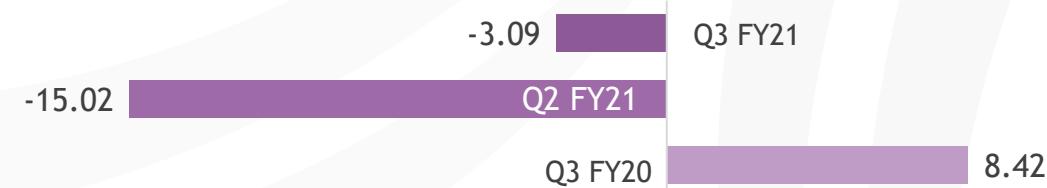
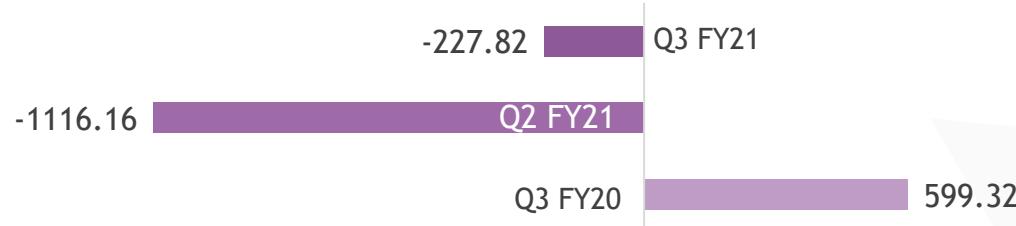
**71.15**  
Period Average Rate  
**71.33**  
Period Closing Rate

Q3 FY21 - PBT (INR)  
**INR -227.82 Mn**

↑ **79.59%**  
Q-o-Q

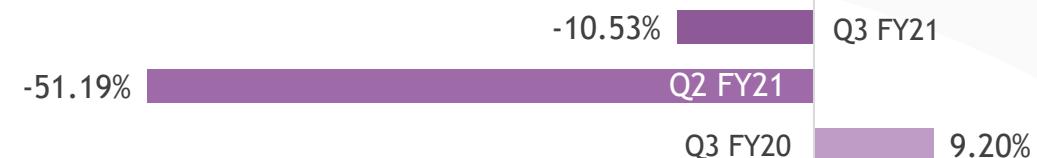
Q3 FY21- PBT (USD)  
**USD -3.09 Mn**

↑ **79.45%**  
Q-o-Q



Q3 FY21 - PBT Margin  
**-10.53%**

↑ **40.66%**  
Q-o-Q



# YTD Performance



Dollar  
Rates

Q3 FY21

**73.82**  
Period Average Rate  
**73.09**  
Period Closing Rate

Q2 FY21

**74.32**  
Period Average Rate  
**73.70**  
Period Closing Rate

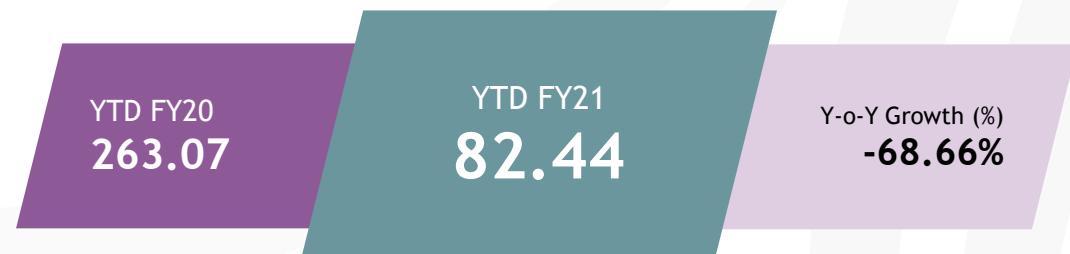
Q3 FY20

**71.15**  
Period Average Rate  
**71.33**  
Period Closing Rate

## Revenue (INR Millions)



## Revenue (USD Millions)



## EBITDA (INR Millions)



## EBITDA (USD Millions)



# Profit & Loss account

*All figures in INR Mn*

Particulars	FY 20	Q1 FY 21	Q2 FY 21	Q3 FY 21	YTD FY21
Revenue from Operations	22,129	1,659	2,181	2,164	6,003
Other Income	264	33	7	96	136
<b>Total Income</b>	<b>22,393</b>	<b>1,692</b>	<b>2,187</b>	<b>2,260</b>	<b>6,139</b>
Expenses					
Cost of Revenue	6,616	523	726	537	1,787
Employee benefits expenses	7,186	1,287	1,398	1,191	3,876
Finance Costs	413	102	94	94	290
Depreciation and amortisation	1,669	303	289	283	876
Other Expenses	6,638	1,874	796	382	3,052
<b>Total Expenses</b>	<b>22,522</b>	<b>4,090</b>	<b>3,304</b>	<b>2,487</b>	<b>9,881</b>
<b>Profit / (Loss) before tax</b>	<b>(129)</b>	<b>(2,398)</b>	<b>(1,116)</b>	<b>(228)</b>	<b>(3,742)</b>
Tax Expense					
Current tax	415	27	20	9	56
Deferred tax	(417)	(15)	19	20	24
Short/(Excess) Provision for earlier years	(17)	-	-	-	-
<b>Profit / (Loss) for the year</b>	<b>(109)</b>	<b>(2,409)</b>	<b>(1,156)</b>	<b>(256)</b>	<b>(3,821)</b>

# *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: 16:30 (IST) | Date: February 12th, 2021**, 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 1144 / +91 22 7115 8045

Local Access Number: +91-7045671221 (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

Diamond Pass registration [Link](#)

**Call Co-ordinator**  
**Mr. Sriraam Rathi:** Phone: +91 22 6637 7574, e-mail:  
sriraam.rathi@icicisecurities.com

**Mr. Vinay Bafna:** Phone: +91 22 6637 7339, e-mail:  
vinay.bafna@icicisecurities.com

*For any clarification, please contact:*  
**Mr. Rushad Kapadia:** Phone: +91 22 6637 7334, e-mail:  
rushad.kapadia@icicisecurities.com  
**Ms. Divya Purohit:** Phone: +91 22 6637 7454, e-mail:  
divya.purohit@icicisecurities.com

# THANK YOU

*For more details, please contact:*  
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[www.takesolutions.com](http://www.takesolutions.com)