

## TAKE Solutions Ltd. Announces Results for the Quarter ended December 31, 2011

Chennai, India – February 03, 2012

### Highlights:

- **Consolidated third quarter revenue grew to INR 1,867 million up 47.6% y-o-y and 9.3% q-o-q**
- **EBITDA grew 48.6% y-o-y; Margin at 22.6%**
- **Net profit at INR 213 million**
- **Diluted Earnings per share (EPS): INR 1.78**
- **Order book at USD 74.1 million**
- **Selected by Food Logistics for the magazine's annual FL100 list for the fifth consecutive year**
- **Launched PharmaReady™ 5.0 and OneSCM 7.1**

### QUARTER ENDED DECEMBER 31, 2011

**TAKE Solutions'** consolidated revenue was INR 1,867 million for the quarter ended December 31, 2011. It represents 47.6% increase over the same period last year and 9.3% rise over second quarter of FY12 ended September 30, 2011.

Earnings Before Interest, Tax, Depreciation and Amortization (EBITDA) for the quarter was INR 422 million up 48.6% y-o-y and 9.6% q-o-q. The EBITDA margin for the quarter was 22.6% compared to 22.5% in Q2 FY12.

Net Profit for the quarter ended December 31, 2011 was INR 213 million. This represents an increase of 12.5% over the same period last year and 5.6% over the September, 2011 quarter. The strong growth in operating profit was offset by higher tax rates. The effective tax rate for the quarter was 23.8%. The EPS for the period was INR 1.78.

	Q3 FY12 (INR mn)	Y-o-Y change (%)	Nine Months FY12 (INR mn)	Y-o-Y change (%)
<b>Total Revenue</b>	1,867	47.6%	5,184	46.1%
<b>EBITDA</b>	422	48.6%	1,167	47.9%
<b>Net Profit</b>	213	12.5%	632	27.5%
<b>Diluted Earnings Per Share (INR)</b>	1.78	12.5%	5.26	27.4%

## **NINE MONTHS ENDED DECEMBER 31, 2011**

For the nine months ended December 31, 2011, consolidated revenue was INR 5,184 million, a growth of 46.1% increase over the same period last year. EBITDA was INR 1,167 million up 47.9% y-o-y. The EBITDA margin for the period was 22.5% compared to 22.2% for the nine months ended December 31, 2010. Net Profit for the year till date was INR 632 million, a 27.5% increase over the corresponding period of FY 2011. The EPS for the period was INR 5.26.

## **BUSINESS OVERVIEW**

- The demand in the US market was stable during the quarter. However, the delayed decision making is leading to longer sales cycle
- The Middle East region continued to perform well with no impact of the prevailing global economic uncertainty. We closed two USD 1 million deals in the region with the existing clients. Furthermore, added four new clients in the region
- We are witnessing significant interest for our solution in LS Safety for social media
- Supply Chain Management Engineering Services has started witnessing good traction
- LS pipeline is currently at all time high
- Our long term association with large clients and our focus on mining the existing clients is giving us good returns. Currently talks with one of our existing large LS client are in final stage for a multi-year multi-million dollar deal

## **UPDATE ON DEVELOPMENT OF NEW CLOUD COMPUTING OFFERINGS**

As mentioned at the end of FY11, we have progressed well on development of our new offerings on cloud computing platform. We are encouraged by the initial feedback received from our beta level clients for our phase one offerings. We will be commercially releasing the offering in the next quarter. The new offerings will be targeted to the large and SME segment.

The USP of our cloud offering is the application based solutions on cloud, which require high domain understanding. We are among the first company in the industry to provide domain centric applications on the cloud. We will capitalize on SCM and LS domain expertise and provide industry focused offerings.

## INDUSTRY RECOGNITION

- TAKE was selected by Food Logistics, the publication, which serves the information needs of executives involved in various aspects of the food, beverage, and consumer packaged goods supply chain, for the magazine's annual FL100 list for the fifth consecutive year. TAKE is recognized as a top technology solution partner for providing food, beverage and consumer packaged goods (CPG) companies with full visibility, agility and control across their supply chains. TAKE's expertise in helping Welch's, SunOpta, Darigold, Blue Bell, and Colorcon ensure inventory and warehouse operations run smoothly and required safety compliance mandates are fulfilled, was a direct result in the company's selection in the 2011 FL 100.
- TAKE was named to the 2011 Supply Chain Distinction Awards North America shortlist. TAKE Solutions is recognized in the "Customer Centric Supply Chain Award" category for its OneSCM multi-enterprise online collaboration suite that helped a worldwide oil services customer meet complex and specific procure-to-pay requirements by delivering full-visibility, agility and control across its supply chain.

## NEW OFFERINGS

- **Launched PharmaReady™ 5.0**, a web-based regulatory compliance solution suite for Life Science organizations to ensure faster approvals for their new products. The latest version introduces new document management features, and delivers technology framework upgrades to enhance scalability, response time, and ease-of-use. PharmaReady 5.0 supports submissions to Swissmedic (in addition to US FDA, Health Canada and EMEA).
- **Launched OneSCM 7.1**, a multi-enterprise online collaboration suite for trading partners to manage supply chain operations. The latest version introduces a mobile applications framework that integrates with smartphones and tablets for immediate data access, sharing, and transaction activity in real-time. OneSCM 7.1 supports both .NET and Java architectures, and is now available via a full range of delivery models: on-premise, hosted, software-as-a-service (SaaS) or hybrid. The new mobile applications framework leverages .NET mobile controls to extend OneSCM collaboration applications on multiple mobile platforms (tablets, smartphones) making applications fully compatible with mobile operating systems (Android, Windows Mobile, RIM and iOS) to better support customer supply chain activities at the work site or on-the-go—saving time, reducing errors, and allowing for quicker response times. Tasks such as processing work orders and checking an invoice status can be done remotely and securely, at any time.

## PARTNERSHIP

TAKE has partnered with MENE Research wherein both the organizations together will cater to the Drug Safety requirements of Middle East, Europe and West Asian countries.

MENE Research is a Turkish Clinical Research Organization (CRO) established in 2002 and located in GOSB TechnoPark nearby Istanbul, Turkey and has become the first trials group to be approved by the country's Ministry of Health under new trial laws introduced in January, 2009.

The partnership will strengthen TAKE's Drug Safety & Pharmacovigilance solutions and services offering to cater to the growing needs of Pharma Emerging nations. Both the companies together will work towards providing the life science industry with strategy, solutions and services for drug safety operations thus ensuring global regulatory compliance and effective patient safety methodologies is followed. This partnership becomes strong by the fact that TAKE already has to its credit creating a framework - SafetyReady™ along with a thought leadership in Drug Safety and Pharmacovigilance segments and MENE Research's regional expertise in Middle East, Europe, West Asia etc.

## OUTLOOK

The environment continues to be challenging with limited visibility from the clients due to prevailing uncertain economic environment. We expect the demand for US to remain steady with limited volatility and stable pricing. However, the recent good macroeconomic news from the US primarily on improving unemployment rate is encouraging. We expect the business environment in Europe to be subdued in the short to medium term.

The recent announcements from our major LS clients pertaining to layoffs and reorganizations is expected to have a positive impact on our future pipeline as more companies are looking to outsource.

Looking back at the last three quarters we strongly believe that we as an organization have learnt to thrive in the new business environment. We strongly believe the fundamentals of our focus verticals SC and Ls are strong. We see exciting times for both the verticals. We are getting more confident of a consistent growth in the coming quarters

**KEY BALANCE SHEET FIGURES**

**Particulars as on December 31, 2011**

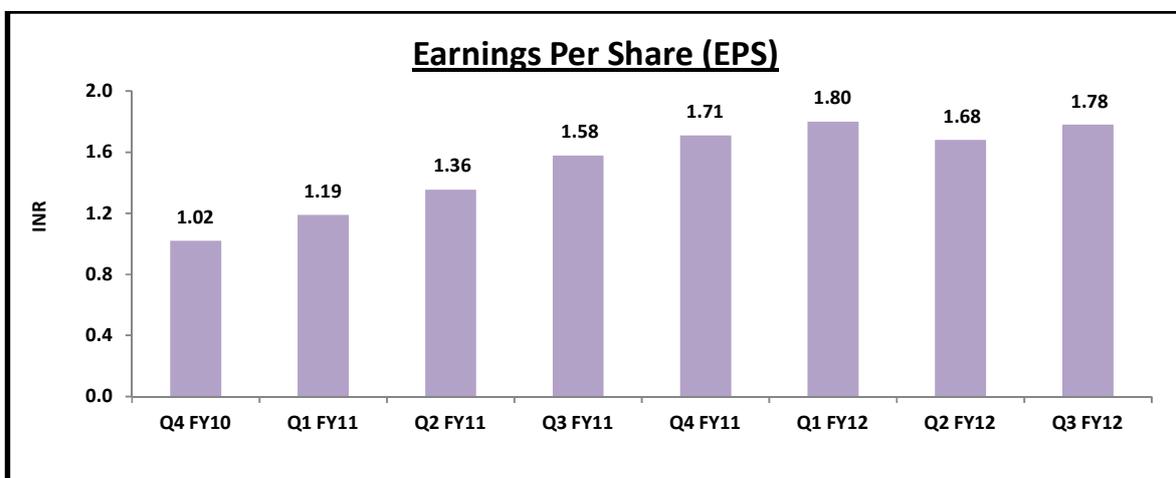
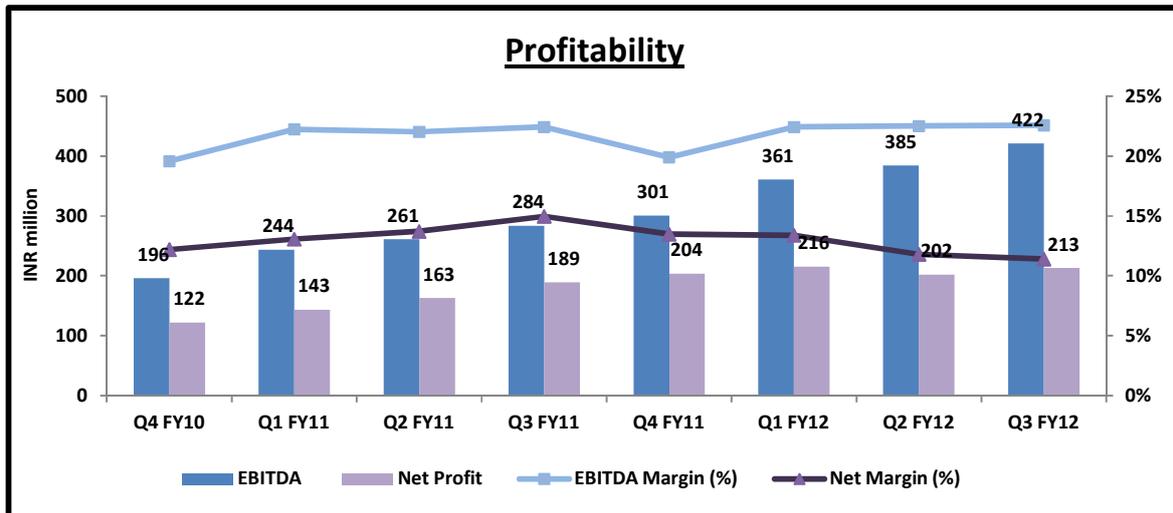
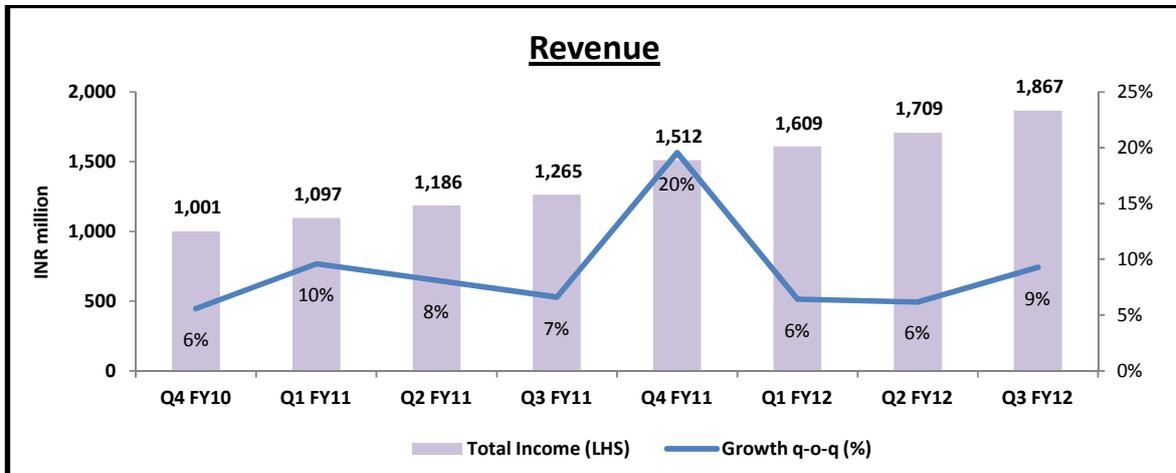
Book Value Per Share (INR)	32
Net Worth (INR million)	3,806
Debtors Days	86
Debt (INR million)	2,146
Cash & Cash Equivalents (INR million)	1,032

**CONSOLIDATED PROFIT AND LOSS ACCOUNT FOR THE QUARTER ENDED**  
**DECEMBER 31, 2011**

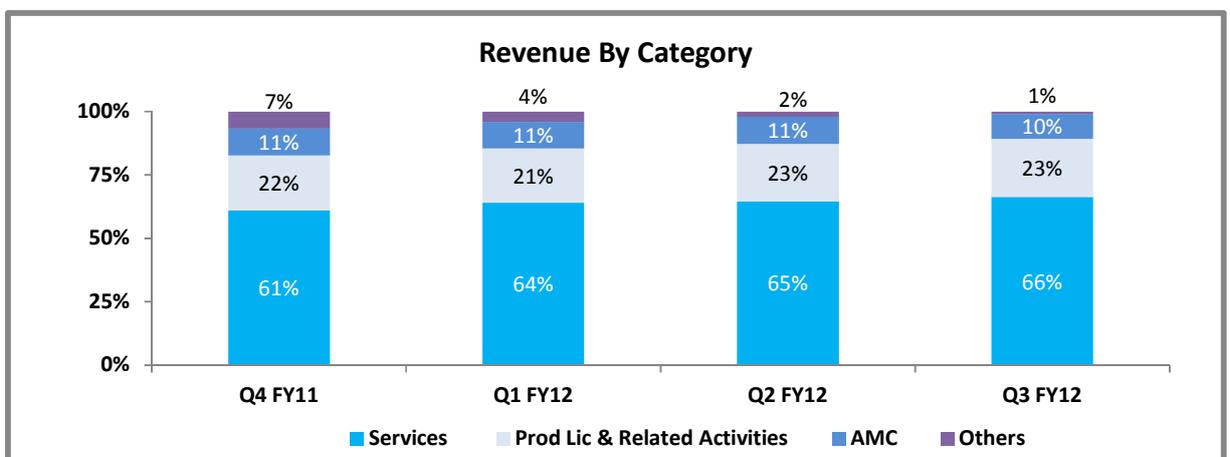
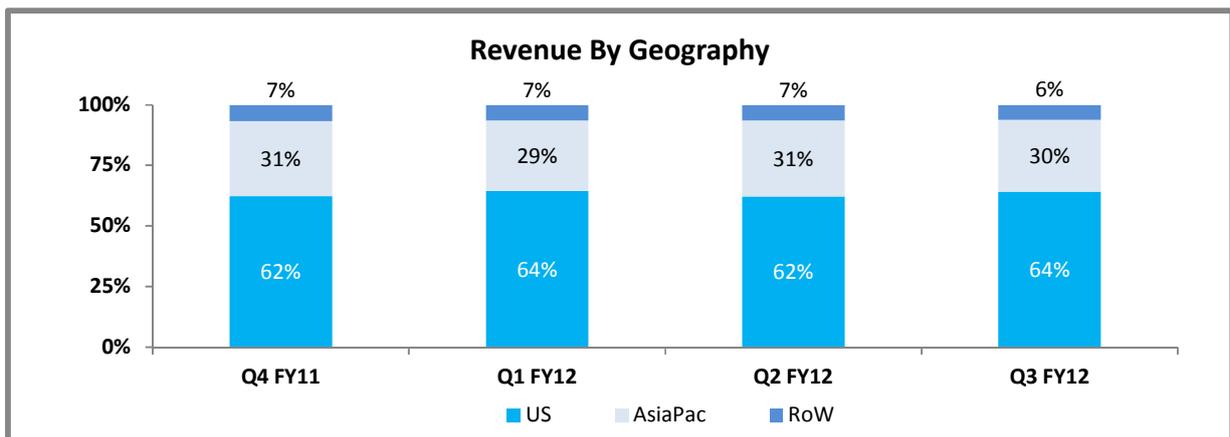
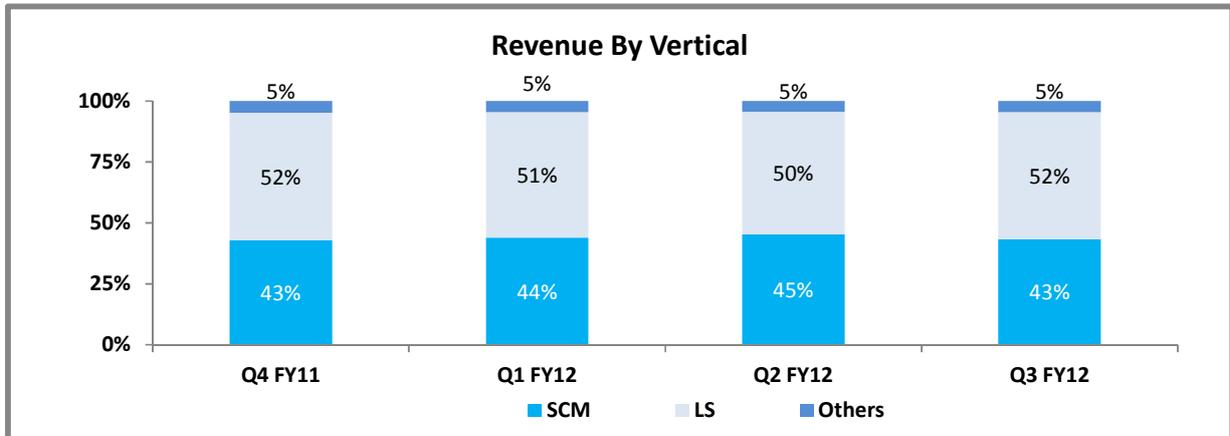
*All figures are in INR million, except per share data*

	Quarter Ended		Nine Months Ended		Year Ended
	31-Dec-11	31-Dec-10	31-Dec-11	31-Dec-10	31-Mar-11
<b>Total Income</b>					
Net Sales/Income from Operations	1,849	1,249	5,109	3,507	5,003
Other Income	18	15	75	41	58
	<b>1,867</b>	<b>1,265</b>	<b>5,184</b>	<b>3,548</b>	<b>5,061</b>
<b>Expenses</b>					
Cost of Sales	1,115	756	3,114	2,108	3,070
Other Expenses	330	225	903	651	900
	<b>1,445</b>	<b>981</b>	<b>4,017</b>	<b>2,759</b>	<b>3,970</b>
<b>Profit Before Interest, Amortization, Depreciation &amp; Tax</b>	<b>422</b>	<b>284</b>	<b>1,167</b>	<b>789</b>	<b>1,091</b>
Product Development Expenses Written off	53	38	134	157	168
Depreciation	19	13	51	33	47
<b>Profit before Interest &amp; Tax</b>	<b>350</b>	<b>233</b>	<b>982</b>	<b>599</b>	<b>875</b>
Interest	39	16	111	36	75
<b>Profit before Tax</b>	<b>311</b>	<b>217</b>	<b>871</b>	<b>563</b>	<b>800</b>
Tax	74	22	189	49	65
<b>Profit before Minority interest</b>	<b>237</b>	<b>195</b>	<b>682</b>	<b>514</b>	<b>736</b>
Minority interest	24	6	50	18	36
<b>Net Profit</b>	<b>213</b>	<b>189</b>	<b>632</b>	<b>496</b>	<b>700</b>
<b>Basic Earnings Per Share (INR)</b>	<b>1.78</b>	<b>1.58</b>	<b>5.26</b>	<b>4.12</b>	<b>5.83</b>
<b>Diluted Earnings Per Share (INR)</b>	<b>1.78</b>	<b>1.58</b>	<b>5.26</b>	<b>4.12</b>	<b>5.83</b>

## GROWTH TRENDS



## REVENUE ANALYSIS



## Earnings Call Invite

The company will conduct a conference call for investors and analysts on **Friday, February 03, 2012 at 04:30 P.M. Indian Standard Time (IST)**, where the senior management will discuss the company's performance and answer questions from the participants.

**The conference call details are as below:**

### **Conference Access Numbers:**

**Primary number            +91 22 6629 0301**

**Secondary number        +91 22 3065 0122**

**Local Access number    6000 1221**

*Available in - Delhi, Bangalore, Chennai, Hyderabad, Kolkata*

*(Accessible from all major carriers except BSNL/MTNL)*

**3940 3977**

*Available in - Gurgaon (NCR), Bangalore, Kolkata, Cochin, Pune, Lucknow, Ahmedabad, Chandigarh*

*(Accessible from all carriers)*

Participants are requested to dial-in 10 minutes in advance.

## **About TAKE Solutions**

TAKE Solutions Ltd. [BSE: 532890 | NSE: TAKE] is a leading global business technology company with domain expertise in Life Sciences (LS) and Supply Chain Management (SCM). TAKE provides cost-effective and comprehensive solutions for enterprises across diverse sectors including pharmaceuticals, high technology, consumer packaged goods, oil/gas, and automotive. TAKE's SCM product suite includes distinct technology with embedded IP that spans enterprise mobility, trading partner collaboration, and material tracking. In the LS domain, TAKE offers IP-based software and extensive knowledge-based solutions to enable efficient clinical, regulatory, safety and commercialization processes.

TAKE has been recognized as a leader by IDC's MarketScape Worldwide Life Sciences R&D IT Outsourcing for 2011. TAKE's global headquarters is in Chennai, India; its U.S. headquarters is located in Princeton, New Jersey. TAKE has

a proven track record as a trusted partner in delivering world-class solutions to more than 400 customers worldwide. 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.*

***For more details, please contact:***

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