

## Earnings Release for the Quarter ended December 31, 2014

Chennai, India – Friday, February 06, 2015: TAKE Solutions Ltd. [BSE: 532890 | NSE: TAKE], a leading global business technology company with domain expertise in Life Sciences (LS) and Supply Chain Management (SCM), today reported its consolidated financial results for the quarter ended December 31, 2014.

### HIGHLIGHTS FOR THE QUARTER ENDED DECEMBER 31, 2014

- *Revenue stood at INR 1,864 million (USD 30.1 million) compared to INR 1,709 million (USD 28.2 million) in Q2 FY15 and INR 2,138 million (USD 34.5 million) in Q3 FY14.*
- *EBITDA was INR 403 million (USD 6.5 million) compared to INR 347 million (USD 5.7 million) in Q2 FY15 and INR 400 million (USD 6.5 million) in Q3 FY14.*
  - *EBITDA margin was 21.6%, up 130 bps compared to Q2 FY15 and an increase of 290 bps compared to Q3 FY14.*
- *Net profit at INR 164 million (USD 2.7 million) compared to INR 134 million (USD 2.2 million) in Q2 FY15 and INR 167 million (USD 2.7 million) in Q3 FY14.*
- *EPS at INR 1.37.*
- *Announced interim dividend of INR 0.30/- per equity share.*
- *FY15 Net Profit guidance revised upwards.*

### THREE MONTHS ENDED DECEMBER 31, 2014

For the three months ended December 31, 2014, TAKE Solutions' consolidated operating revenue was INR 1,864 million, an increase of 9.1% q-o-q. Y-o-Y revenue growth is not comparable due to discontinuation of non-core businesses in the current financial year.

In Q3 FY15, EBITDA margins improved 130 bps compared to previous quarter to 21.6% due to better gross margin. EBITDA for Q3 FY15 was INR 403 million, an increase of 16.1% q-o-q and 0.8% y-o-y.

Net profit margin improved 100 bps to 8.8% during the quarter compared to 7.8% in the previous quarter due to improved operational performance. Net Profit during the quarter was INR 164 million, a 22.4% increase over Q2 FY15 and a decline of 1.8% over Q3 FY14. The diluted EPS for the period was INR 1.37.

### MANAGEMENT COMMENTS

**Srinivasan H.R., Vice-Chairman and Managing Director, TAKE Solutions said,** "We had a strong quarter with continued improvement in our EBITDA margins. The strategy of the company to focus on profitable growth rather than volume growth is paying significant dividends."

He further added, “With the consolidation of our Life Science business under the new brand Navitas, we are poised to take advantage of the opportunities available in the USD 15.8 billion Life Sciences outsourcing market.”

#### FORMATION OF FOCUSED LIFE SCIENCES VERTICAL

TAKE launched Navitas – a pure-play Life Sciences solutions company, by bringing together the proven expert teams of TAKE Life Sciences and WCI Consulting. Navitas will offer advice, solutions and service in clinical, regulatory safety and content management areas. Navitas has been created within TAKE Solutions to stand as a differentiated entity offering niche solutions for the Pharma/Biotech industry. The restructuring of the business is an integral part of TAKE’s go-to-market strategy to meet multiple objectives such as catering to the regulatory demands of clients and creating a more efficient organization which can focus on innovation.

The restructuring will not have any ramifications on TAKE Solutions’ shareholding.

#### INTERIM DIVIDEND

The Board of Directors of the Company has declared an interim dividend of Rs. 0.30/- per equity share (30%, on a face value of Re. 1/- per share) for the period of December 31, 2014.

#### APPOINTMENT OF NEW ADVISORY BOARD

Navitas, the Life Sciences vertical of TAKE Solutions, announced the formation of our new Advisory Board. This board will help shape and guide the strategy of Navitas working closely with the leadership team. The advisory board is comprised of:

- Steve Arlington: He has spent over 35 years in the pharmaceutical industry having worked for Smith Kline and French and Unilever. His most recent role was as Head of PWC’s Consulting Life Science Practice.
- Bruce Fadem. He has spent over 20 years in the pharmaceutical industry, having retired as CIO for Wyeth in late 2005.
- Graham Higson: He has spent over 35 years in the pharmaceutical industry having held Senior Executive roles within Regulatory Affairs at GE Healthcare, AstraZeneca, and Pfizer
- Demi Lappas: He is a pharmaceutical veteran, having served as a CIO for Warner-Lambert, Pharmacia, and Enzon Pharmaceuticals

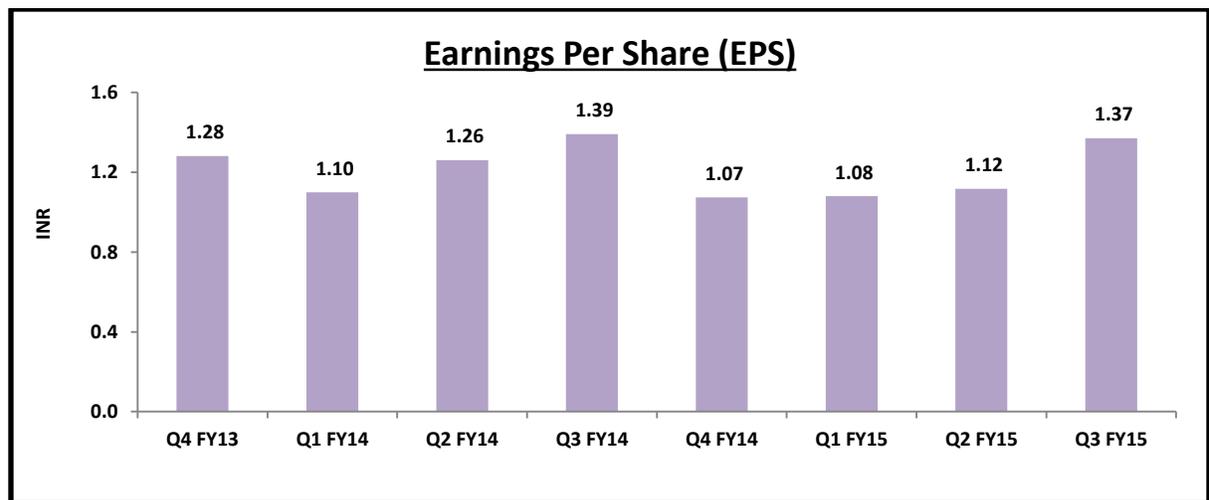
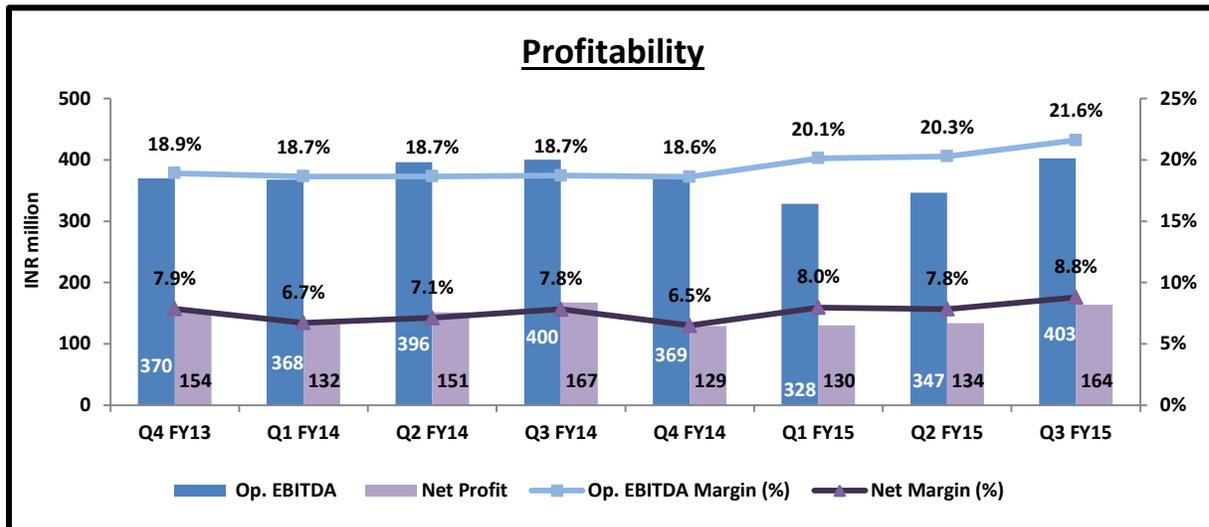
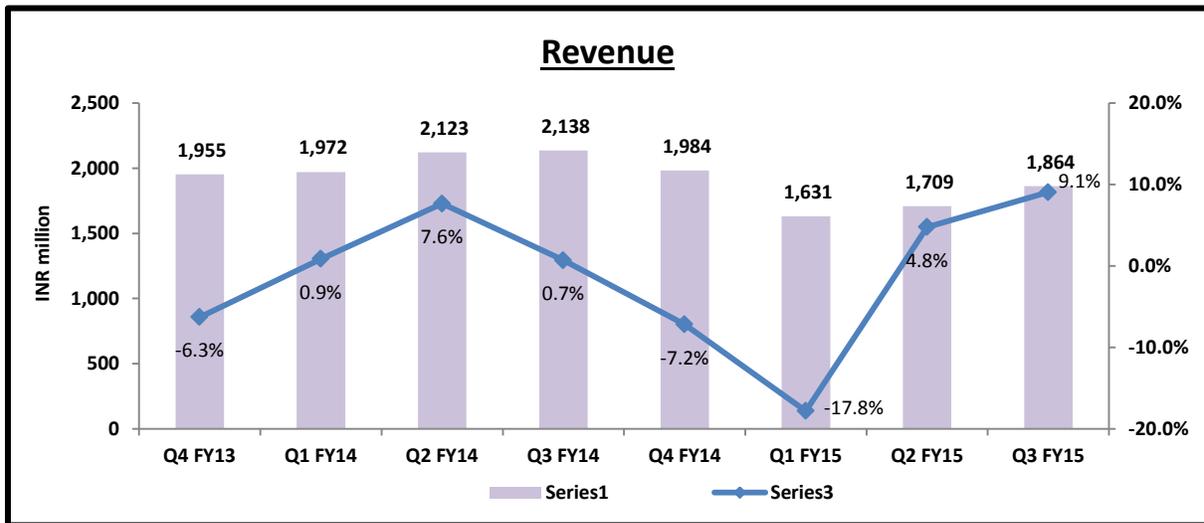
#### PRODUCT UPGRADE

TAKE Solutions announced the launch of PharmaReady 6.0, the latest version of its web-based Electronic Document Management and eSubmission solution. PharmaReady consists of various modules for the Life Science industry including Document Management, eCTD, Structured Product Label Management, Electronic Trial Master File and Paper Submission. These modules can easily fit into a Life Sciences Regulatory Information Management (RIM) framework. PharmaReady 6.0 provides seamless visibility into the entire regulatory document management life-cycle.

## **FY 15 Guidance Revised upwards**

- FY15 Total revenue to be in the range of INR 7,350 million to INR 7,500 million
- FY15 PAT revised upwards in the range of INR 600 million to INR 620 million from INR 530 million to INR 560 million

## GROWTH TRENDS



## OPERATING METRICS

Revenue			
	Q3 FY15	Q2 FY15	Q3 FY14
<b>INR Million</b>	1,864	1,709	2,138
Y-o-Y growth (%)	-12.8%		
Q-o-Q growth (%)	9.1%		
<b>USD Million</b>	30.1	28.2	34.5
Y-o-Y growth (%)	-12.9%		
Q-o-Q growth (%)	6.6%		

Revenue by Vertical			
%	Q3 FY15	Q2 FY15	Q3 FY14
SCM	28.7%	30.5%	31.6%
LS	63.8%	61.2%	60.2%
Others	7.5%	8.3%	8.2%
<b>Total</b>	<b>100%</b>	<b>100%</b>	<b>100%</b>

Revenue by Geography			
%	Q3 FY15	Q2 FY15	Q3 FY14
US	72.1%	69.8%	61.0%
Asia	21.1%	24.6%	33.0%
RoW*	6.8%	5.6%	6.0%
<b>Total</b>	<b>100%</b>	<b>100%</b>	<b>100%</b>

\*Rest of World

Revenue Concentration			
%	Q3 FY15	Q2 FY15	Q3 FY14
Top 5 Clients	19.1%	18.5%	19.3%
Top 10 Clients	26.6%	27.1%	30.1%

Order Book			
USD MN	Q3 FY15	Q2 FY15	Q3 FY14
LS	48.8	44.6	46.3
SCM	17.9	17.7	26.5
<b>Total</b>	<b>66.7</b>	<b>62.3</b>	<b>72.8</b>

<b>Balance Sheet Summary</b>			
	<b>Q3 FY15</b>	<b>Q2 FY15</b>	<b>Q3 FY14</b>
Book Value per share (INR)	42.7	40.8	41.5
Net Worth (INR Mn)	5,118	4,893	4,985
Debt (INR Mn)	2,282	2,135	2,022
Cash & Cash Equivalents (INR Mn)	1,311	1,289	1,176
DSO	122	123	99
Net D/E (x)	0.2	0.2	0.2

<b>Dollar Rates</b>			
	<b>Q3 FY15</b>	<b>Q2 FY15</b>	<b>Q3 FY14</b>
Period Average Rate	61.98	60.60	61.92
Period Closing Rate	63.73	61.59	61.92

**CONSOLIDATED PROFIT AND LOSS ACCOUNT**  
**FOR THE QUARTER ENDED DECEMBER 31, 2014**

	Quarter ended			Year ended
	31-Dec-14	30-Sep-14	31-Dec-13	31-Mar-14
<i>(Figures in INR mn, except EPS)</i>				
<b>Net Sales/Income from Operations</b>	<b>1,847</b>	<b>1,691</b>	<b>2,123</b>	<b>8,155</b>
Other Income	17	18	15	62
<b>Total Revenue</b>	<b>1,864</b>	<b>1,709</b>	<b>2,138</b>	<b>8,217</b>
<b>Expenses</b>				
Cost of Sales	1,032	971	1,250	4,800
Other Expenses	429	391	488	1,883
	<b>1,461</b>	<b>1,362</b>	<b>1,738</b>	<b>6,683</b>
<b>Profit Before Interest, Amortization, Depreciation &amp; Tax</b>	<b>403</b>	<b>347</b>	<b>400</b>	<b>1,534</b>
Product Development Expenses Written off	116	96	110	396
Depreciation	49	49	73	373
<b>Profit before Interest &amp; Tax</b>	<b>238</b>	<b>201</b>	<b>217</b>	<b>765</b>
Finance Charges	39	31	23	138
<b>Profit before Tax</b>	<b>199</b>	<b>170</b>	<b>194</b>	<b>628</b>
Tax	14	17	(19)	10
<b>Profit before Minority interest</b>	<b>185</b>	<b>153</b>	<b>213</b>	<b>618</b>
Minority interest	21	19	46	38
<b>Net Profit</b>	<b>164</b>	<b>134</b>	<b>167</b>	<b>580</b>
<b>Basic Earnings Per Share (INR)</b>	<b>1.37</b>	<b>1.12</b>	<b>1.39</b>	<b>4.83</b>
<b>Diluted Earnings Per Share (INR)</b>	<b>1.37</b>	<b>1.12</b>	<b>1.39</b>	<b>4.83</b>

## About TAKE Solutions

TAKE Solutions, Ltd. [BSE: 532890 | NSE: TAKE], is a leading domain focused Technology Company offering services/solutions to the global market. The company provides cost-effective and comprehensive solutions for enterprises across diverse sectors including pharmaceuticals, high technology, consumer packaged goods, oil/gas, and automotive.

TAKE Solutions encompasses specialized lines of businesses under distinct brands such as **Navitas** – a pure play Life Sciences company, **TAKE Supply Chain & TAKE MEA** – flexible, accessible, mobile Supply Chain software solution providers, **APA Engineering** – an International Sourcing and Engineering services company and **TAKE Enterprise Services Inc.** – a specialist provider of technology-driven business solutions and software services.

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.*

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