

Earnings Release for the Quarter and Year ended March 31, 2014 Results

Chennai, India – Tuesday, May 20, 2014: 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) today reported its consolidated financial results for the quarter and full year ended March 31, 2014.

HIGHLIGHTS FOR THE FULL YEAR ENDED MARCH 31, 2014

- *In INR, operating revenue declined 2.0% y-o-y to INR 8,155 million*
- *In USD, operating revenue was USD 135.0 million, a decrease of 11.5% y-o-y*
- *Operating EBITDA declined 8.8% y-o-y to INR 1,473 million; Margin @18.1%*
- *Net profit at INR 580 million, down 27.0% y-o-y*
- *Earnings Per Share (EPS) at INR 4.83*
- *Total dividend of Re.1.00 (100% of paid up capital) per share for FY14*

HIGHLIGHTS FOR THE QUARTER ENDED MARCH 31, 2014

- *In INR, operating revenue stood at INR 1,967 million, an increase of 0.7% y-o-y and decline of 7.4% q-o-q*
- *In USD, operating revenue was USD 31.7 million, a decline of 11.9% y-o-y and 7.5% q-o-q*
- *Operating EBITDA at INR 352 million; down 4.8% y-o-y and 8.7% q-o-q*
- *EBITDA margin @ 17.9%*
- *Net profit at INR 129 million, down 16.1% y-o-y and 23.0% q-o-q*
- *EPS at INR 1.07*

FISCAL YEAR ENDED MARCH 31, 2014

For the twelve months ended March 31, 2014 consolidated operating revenue of the company was INR 8,155 million, a decline of 2.0% over FY13, and total income, including other income, also declined by the same percentage points due to discontinuation of few businesses in line with the strategy devised at the start of FY14.

Operating Earnings Before Interest, Tax, Depreciation and Amortization (EBITDA) was INR 1,473 million down 8.8% y-o-y. EBITDA margin declined 134 bps to 18.1% on account of higher SG&A expenses, which increased 4.0% y-o-y.

Net profit for the year was INR 580 million, a 27.0% decline over FY13. The diluted EPS for the period was INR 4.83.

We ended FY14 with cash of INR 1,274 million and debt of INR 2,015 million.

THREE MONTHS ENDED MARCH 31, 2014

For the three months ended March 31, 2014, TAKE Solutions' consolidated operating revenue was INR 1,967 million, a decline of 0.7% y-o-y and 7.4% q-o-q. EBITDA was INR 352 million a decrease of 4.8% y-o-y and 8.7% q-o-q, in line with decline in revenue. EBITDA margins stood at 17.9%.

Net Profit during the quarter was INR 129 million, a 16.1% decrease over Q4 FY13 and 23.0% over Q3 FY14. The diluted EPS for the period was INR 1.07.

DIVIDEND

The Board of Directors has recommended a final dividend of Rs. 0.40 per share (*40% of paid up capital*) for fiscal 2014. The payment is subject to approval of the shareholders in the ensuing Annual General Meeting of the Company. This dividend is in addition to two interim dividend of Rs. 0.30 each already paid for FY14. Once approved, the total dividend for FY14 will be Re.1.00 (*100% of paid up capital*).

MANAGEMENT COMMENTS

In FY 14, we made good progress in developing the platform for our future growth and we have seen some very encouraging progress particularly in the development of key LS accounts. We have also seen significant progress in terms of the traction we are witnessing with our partners.

At the start of FY14, we outlined a strategy to discontinue certain businesses, which the company felt will not add long term business value to the enterprise. As a result of this in the year ended March 31, 2014, total revenue declined 2.0%, while Life Sciences' revenue grew 4.0%.

However, FY14 revenue was more than our guidance as the discontinuation of certain businesses took more time than anticipated.

Net profit for the year ended March 31, 2014, came below our guidance due to the following reasons:

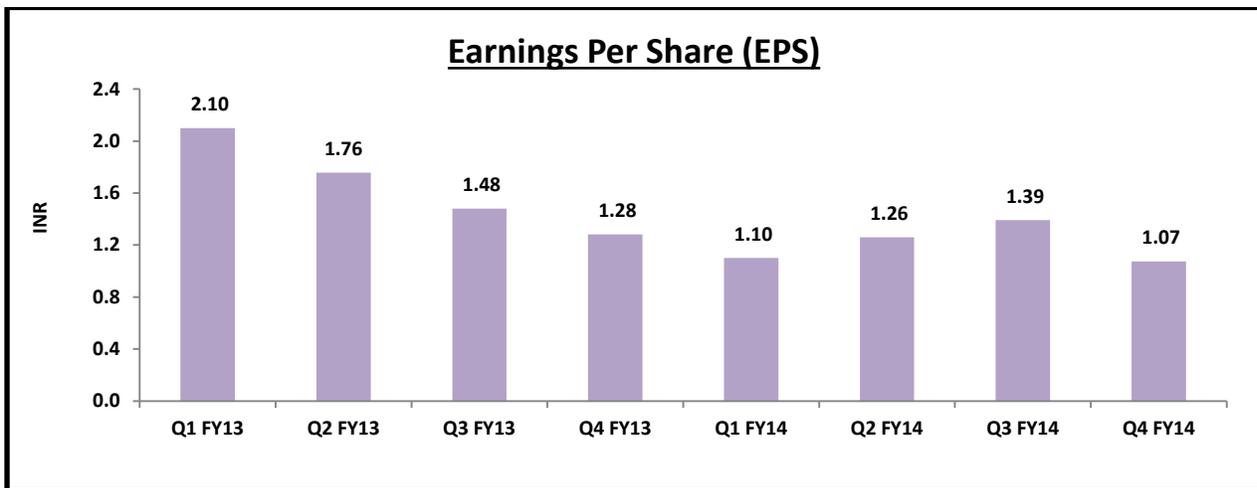
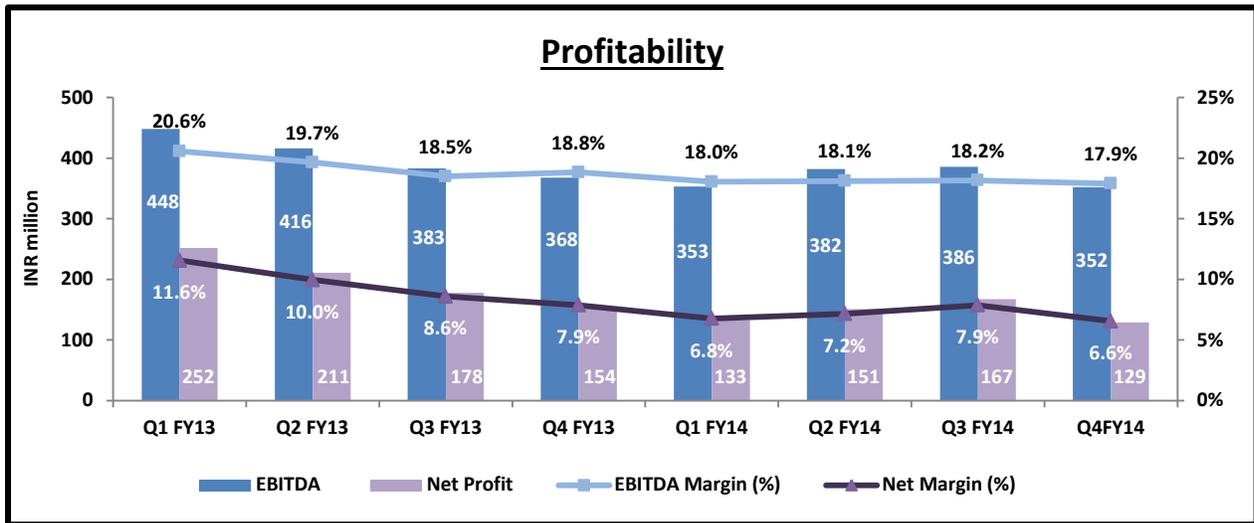
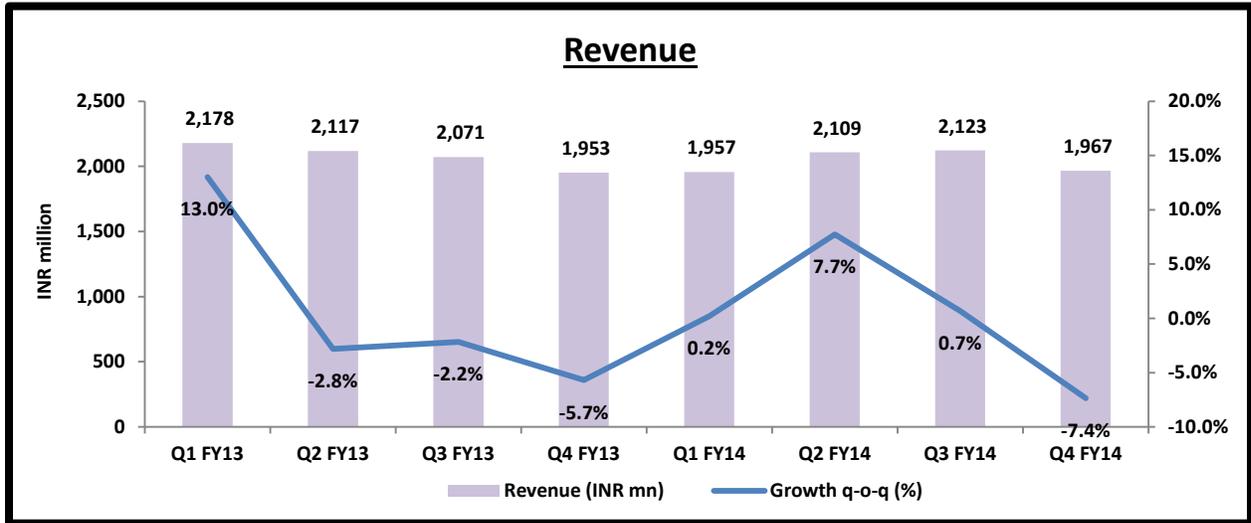
- The company incurred higher expenses associated with discontinuation of businesses
- Higher SG&A spend and higher manpower costs
- The company also provided for accelerated depreciation and amortization on few assets and legacy software products. In FY14, depreciation and amortization increased by INR 300 million to INR 769 million.

In FY15, the company will continue to further streamline the businesses to improve profitability and increase focus on Life Sciences business.

FY 15 Guidance

- FY15 revenue to be in the range of INR 7,350 million to INR 7,750 million
- FY15 PAT to be in the range of INR 530 million to INR 560 million

GROWTH TRENDS



OPERATING METRICS

Operating Revenue		
	FY 14	FY13
INR Million	8,155	8,320
<i>Y-o-Y growth (%)</i>	-2.0%	
USD Million	135.0	152.5
<i>Y-o-Y growth (%)</i>	-11.5%	

Revenue by Vertical		
%	FY 14	FY13
LS	53%	49%
SCM	39%	42%
Others	8%	8%
Total	100%	100%

Revenue by Geography		
%	FY 14	FY13
US	60%	57%
Asia	35%	36%
RoW*	5%	7%
Total	100%	100%

*Rest of World

Revenue Concentration		
%	FY 14	FY13
Top 5 Clients	19.1%	14.8%
Top 10 Clients	26.8%	23.3%

Order Book		
USD MN	FY 14	FY13
LS	42.9	44.6
SCM	21.1	34.5
Total	64.0	79.1

Balance Sheet Summary		
	FY 14	FY13
Book Value per share (INR)	39.2	35.0
Net Worth (INR Mn)	4,700	4,204
Debt (INR Mn)	2,015	1,906
Cash & Cash Equivalents (INR Mn)	1,274	1,262
DSO	99	97
Net D/E (x)	0.2	0.2

Dollar Rates		
	FY 14	FY13
Period Average Rate	60.43	54.55
Period Closing Rate	59.86	54.66

CONSOLIDATED PROFIT AND LOSS ACCOUNT FOR THE QUARTER AND YEAR
ENDED MARCH 31, 2014

	Quarter ended			Year ended	
	31-Mar-14	31-Dec-13	31-Mar-13	31-Mar-14	31-Mar-13
Net Sales/Income from Operations	1,967	2,123	1,953	8,155	8,320
Expenses					
Cost of Sales	1,158	1,250	1,150	4,800	4,895
Other Expenses	456	488	435	1,883	1,811
	1,615	1,737	1,585	6,683	6,706
Profit Before Interest, Amortization, Depreciation & Tax	352	386	368	1,473	1,614
Product Development Expenses Written off	147	110	63	396	241
Depreciation	77	73	76	373	223
Profit before Interest & Tax	128	202	229	704	1,150
Finance Charges	30	23	26	138	144
Other Income	17	15	2	62	66
Profit before Tax	115	194	205	628	1,073
Tax	23	(19)	29	10	182
Profit before Minority interest	91	213	176	618	891
Minority interest	(38)	46	22	38	96
Net Profit	129	167	154	580	795
Basic Earnings Per Share (INR)	1.07	1.39	1.28	4.83	6.62
Diluted Earnings Per Share (INR)	1.07	1.39	1.28	4.83	6.61

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 suites include 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' in IDC Health Insights' "IDC MarketScape: Worldwide Life Science Drug Safety Services 2013 Vendor Assessment". 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.

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:

Sachin Garg

Investor Relations

HP: +91 – 99625 45467/ +65 – 929 79748

sachingarg@takesolutions.com