

Earnings Release for the Quarter and Year ended March 31, 2015

Chennai, India – Friday, May 15, 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 year and quarter ended March 31, 2015.

HIGHLIGHTS FOR THE QUARTER ENDED MARCH 31, 2015

- *In INR, revenue stood at INR 2,183 million, an increase of 10.0% y-o-y and 17.1% q-o-q*
- *In USD, revenue was USD 35.0 million, an increase of 9.4% y-o-y and 16.5% q-o-q*
- *EBITDA at INR 499 million; up 35.0% y-o-y and 23.8% q-o-q*
- *EBITDA margin @ 22.8%, up 423 bps y-o-y and 123 bps q-o-q*
- *Net profit at INR 271 million, up 110.1% y-o-y and 65.1% q-o-q*
- *EPS at INR 2.25*

HIGHLIGHTS FOR THE FULL YEAR ENDED MARCH 31, 2015

- *In INR, revenue decreased 10.1% y-o-y to INR 7,387 million*
- *In USD, revenue was USD 120.8 million, a decline of 11.2% y-o-y*
- *EBITDA increased 2.8% y-o-y to INR 1,577 million; Margin @21.3%, up 268 bps y-o-y*
- *Net profit at INR 699 million, up 20.5% y-o-y*
- *Earnings Per Share (EPS) at INR 5.82*
- *Total dividend of Re.1.00 (100% of paid up capital) per share for FY15*

MANAGEMENT COMMENTS

Srinivasan H.R., Vice-Chairman and Managing Director, TAKE Solutions said, “The strategy envisaged last year of shrinking to refocus; and grow in niche segments has yielded rich dividends. The cornerstone of our strategy has been to deliver higher EBITDA, and consequently superior value. Our realignment of businesses to this objective has paid off with this being our best quarter ever.”

He further added, “It is encouraging to continue the positivity of our performance through the year, which stands testimony of our clients’ satisfaction, and boosts our confidence to maintain our competitive edge. Our investments in the creation of IP based Life Sciences & Supply Chain offerings are working well. As we enter the new financial year FY 16, we will further bolster our experience in these segments and accelerate our growth year-on-year.”

DIVIDEND

The Board of Directors has recommended a final dividend of Rs. 0.40 per share (*40% of paid up capital*) for fiscal 2015. 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 FY15. Once approved, the total dividend for FY15 will be Re.1.00 (*100% of paid up capital*).

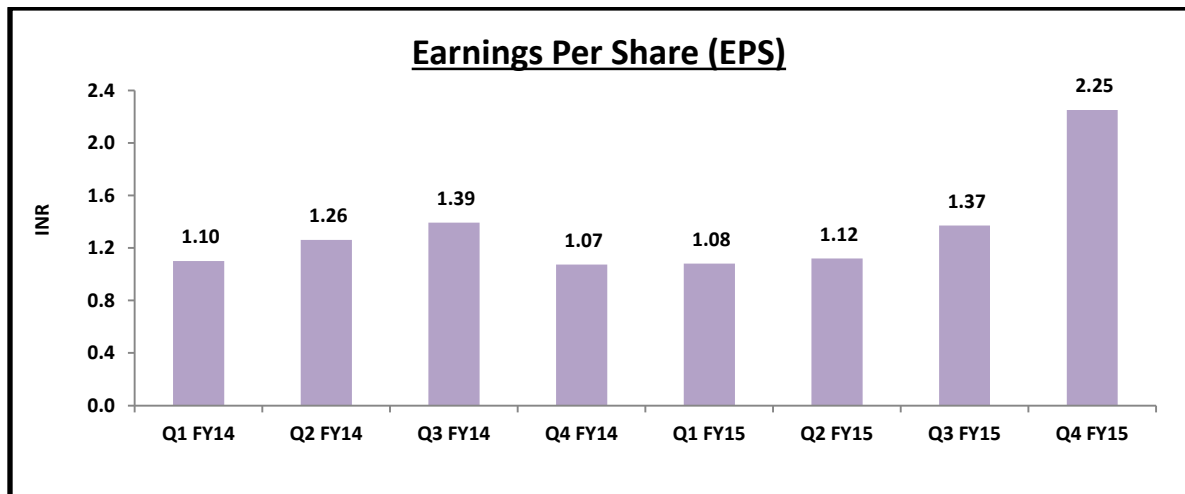
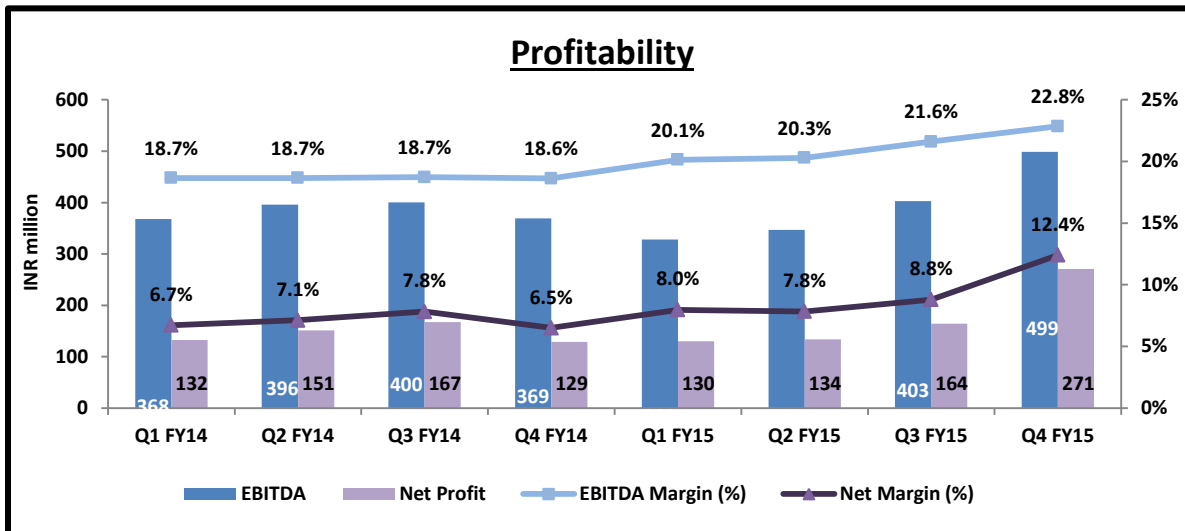
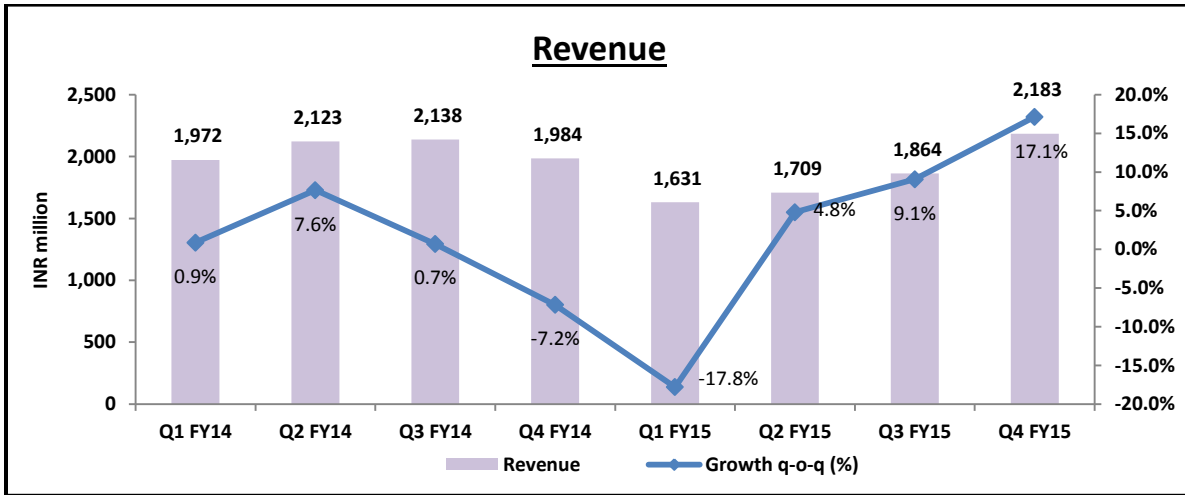
BUSINESS UPDATES

- TAKE Mobility Framework 3.0 (TMF) achieved certified integration with SAP® applications. TMF3.0 has been designed to integrate with the SAP ERP application, enabling customers to use multiple mobile technologies like Windows Phone, Android, iOS and industrial ruggedized HHT devices to execute transactions in SAP software. As a result of the certified integration, TMF 3.0 will integrate with SAP ERP and the customer's existing business applications to enable real-time retrieval and updates of data via mobile device.
- TAKE launched, TAKE Academy of Life Science and Leadership (TALL) to cater to the talent needs of the Life Sciences industry. This is with an aim to create a well-informed and industry-ready workforce that is competent in an era of transparency, collaboration, continuously transforming regulatory standards, and for enabling better healthcare for the global patient population. With the overarching objective of addressing the skill and knowledge gap in the life sciences industry, the TAKE Academy of Life Science and Leadership works to enhance the proficiency of the existing workforce, enables technical expertise of students and reaches out to underprivileged youth to take up higher education through its "Earn while you learn" scheme. This unique venture of TAKE Solutions involves innovative teaching methodologies in physical and virtual classrooms, to impart skills as well as self-empowerment through leadership training.
- TAKE it has made a contribution to the Centre for Innovation, Incubation & Entrepreneurship (CIIE) – the Technology Business Incubator of the Indian Institute of Management, Ahmedabad – for seed investment in an early stage healthcare based impact company. The joint selection committee of CIIE and TAKE solutions chose 'Bodhi Health Education', a Gurgaon based start-up with a mission to empower frontline health workers through quality skill training.

AWARD

- TAKE was for the first time ranked as the No. 2 Dream Employer of Year in the technology category at the World HRD Congress, this year. We have won a total of 16 awards this year comprising 13 in the organization category and 3 in the individual category.

GROWTH TRENDS



OPERATING METRICS

Revenue					
	Q4 FY15	Q3 FY15	Q4 FY14	FY 15	FY14
INR Million	2,183	1,864	1,984	7,387	8,217
Y-o-Y growth (%)	10.0%			-10.1%	
Q-o-Q growth (%)	17.1%				
USD Million	35.0	30.1	32.0	120.7	136.0
Y-o-Y growth (%)	9.4%			-11.2%	
Q-o-Q growth (%)	16.5%				

Revenue by Vertical					
%	Q4 FY15	Q3 FY15	Q4 FY14	FY15	FY14
SCM	23.6%	28.7%	62.2%	28.0%	39.5%
LS	69.0%	63.8%	31.1%	64.0%	52.6%
Others	7.4%	7.5%	6.7%	8.0%	7.9%
Total	100.0%	100.0%	100.0%	100.0%	100.0%

Revenue by Geography					
%	Q4 FY15	Q3 FY15	Q4 FY14	FY 15	FY 14
US	71.3%	72.1%	59.5%	70.4%	59.8%
Asia	21.8%	21.1%	38.9%	22.9%	34.6%
RoW*	6.8%	6.8%	1.7%	6.7%	5.4%
Total	100%	100%	100%	100%	100%

*Rest of World

Revenue Concentration					
%	Q4 FY15	Q3 FY15	Q4 FY14	FY 14	FY 14
Top 5 Clients	18.9%	19.1%	19.1%	18.9%	19.1%
Top 10 Clients	29.1%	26.6%	26.8%	29.1%	26.8%

Order Book					
USD MN	Q4 FY15	Q3 FY15	Q4 FY14	FY 15	FY 14
LS	50.4	48.8	42.9	50.4	42.9
SCM	18.9	17.9	21.1	18.9	21.1
Total	69.3	66.7	64.0	69.3	64.0

Balance Sheet Summary					
	Q4 FY15	Q3 FY15	Q4 FY14	FY 15	FY 14
Book Value per share (INR)	43.7	42.7	39.2	43.7	39.2
Net Worth (INR Mn)	5,244	5,118	4,700	5,244	4,700
Debt (INR Mn)	2,085	2,282	2,056	2,085	2,056
Cash & Cash Equivalents (INR Mn)	1,257	1,311	1,274	1,257	1,274
DSO	117	122	99	117	99
Net D/E (x)	0.2	0.2	0.2	0.2	0.2

Dollar Rates					
	Q4 FY15	Q3 FY15	Q4 FY14	FY 15	FY 14
Period Average Rate	62.32	61.98	61.98	61.18	60.43
Period Closing Rate	62.67	63.73	59.86	62.67	59.86

CONSOLIDATED PROFIT AND LOSS ACCOUNT
FOR THE YEAR AND QUARTER ENDED MARCH 31, 2015

<i>(Figures in INR mn, except EPS)</i>	Quarter ended			Year ended	
	31-Mar-15	31-Dec-14	31-Mar-14	31-Mar-15	31-Mar-14
Net Sales/Income from Operations	2,151	1,847	1,967	7,305	8,155
Other Income	32	17	17	82	62
Total Revenue	2,183	1,864	1,984	7,387	8,217
Expenses					
Cost of Sales	1,176	1,032	1,158	4,093	4,800
Other Expenses	508	429	456	1,717	1,883
	1,684	1,461	1,615	5,810	6,683
Profit Before Interest, Amortization, Depreciation & Tax	499	403	369	1,577	1,534
Product Development Expenses Written off	90	116	147	393	396
Depreciation	50	49	77	203	373
Profit before Interest & Tax	358	238	145	981	765
Finance Charges	29	39	30	127	138
Profit before Tax	329	199	115	854	628
Tax	2	14	23	54	10
Profit before Minority interest	326	185	91	799	618
Minority interest	56	21	(38)	100	38
Net Profit	271	164	129	699	580
Basic Earnings Per Share (INR)	2.26	1.37	1.07	5.83	4.83
Diluted Earnings Per Share (INR)	2.25	1.37	1.07	5.82	4.83

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.

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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