

Earnings Release for the Quarter and Year ended March 31, 2016

Chennai, India – Thursday, May 12, 2016: 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, 2016.

FINANCIAL PERFORMANCE

Particulars	Figures in	Q4 FY15	Q3 FY16	Q4 FY16	Change (%)		FY 15	FY16	Change (%)
					Q-o-Q	Y-o-Y			
Revenue	INR Mn	2,151	2,478	3,121	25.9%	45.1%	7,304	10,301	41.0%
	USD Mn	34.5	37.6	46.2	22.9%	33.8%	119.4	157.3	31.7%
EBITDA	INR mn	467	503	638	27.0%	36.7%	1,495	2,133	42.7%
Margin	%	21.7%	20.3%	20.5%	0.2%	-1.2%	20.5%	20.7%	0.2%
Net Profit	INR mn	271	240	311	29.8%	15.0%	699	1,197	71.1%
Diluted EPS	INR	2.25	1.98	2.56	29.5%	13.8%	5.82	9.85	69.2%

BUSINESS HIGHLIGHTS

- Won first ever USD 10+ mn contract from one of the largest global pharmaceutical company in Q4 FY16; MSA running till 2024 with annual increment of 15%
- As on March 31, 2016, order book stood at highest ever level of USD 103 million
- The total number of Nets members (proprietary networks) crossed 100
- New Clients: 15 in Q4 FY16; 36 during the year.
- PharmaReady crossed 100 customer milestone

MANAGEMENT COMMENTS

Srinivasan H.R., Vice-Chairman and Managing Director, TAKE Solutions said, "We have remained dedicated to our strategy of focusing on Life Sciences and building a robust platform for LS growth; and our remarkable achievements speak for themselves. We are proud to report a 58% y-o-y increase in our Life Sciences revenue. We have also made emphatic inroads into the US market which accounts for 74% of our total revenue." He further added, "With the acquisition of Ecron Acunova last quarter, we will continue to witness strong and significant demand. At this stage, the company is poised to witness phenomenal growth in the coming year and beyond."

- Since Q1 FY15, total revenue of the company in USD has increased at a compounded quarterly growth rate (CQGR) of 8.0% while Life Sciences revenue grew at faster rate of 11.5%.

- During Q4 FY16, order book increased significantly on the back of few big orders and recent acquisition of Ecron Acunova. As on March 31, 2016 total order book stood at USD 103 mn compared to USD 69 million at the end of FY15.

Ram Yeleswarapu, President and CEO, said, *“A spate of new regulations by regulatory authorities centered on ensuring patient safety and enhancing compliance needs continue to create an environment of opportunities. We have been steadily providing strategic consulting engagements for assessments and for providing a roadmap to customers to comply with the requirements of IDMP. Labeling non-compliance is another significant issue afflicting customers and requiring them to deploy better processes and enable governance and change management procedures.”*

He further added, *“We have been steadily working on a series of Content Management solutions across the clinical, regulatory, and medical/safety functional areas using the unique CARA platform. This unique and versatile platform has been an effective User Interface on top of Documentum, and we have been engaged in a number of global deployments across a number of large pharmaceutical companies. Solutions for IDMP, Labeling, RIM, and eTMF are all well differentiated and uniquely positioned and offer a significant opportunity.”*

DIVIDEND

The Board of Directors has recommended a final dividend of Rs. 0.40 per share (40% of paid up capital) for fiscal 2016. 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 FY16. Once approved, the total dividend for FY16 will be Re.1.00 (100% of paid up capital).

BUSINESS HIGHLIGHTS OF FY16

PATENT WIN

TAKE was awarded a patent by the United States Patent and Trademark Office (USPTO) for its “Method for Optimizing Clinical Data Standardization”. This process leverages TAKE Solutions’ Clinical Accelerators to reduce the time taken to standardize trial data by over 50% (when compared to standardization without the accelerators), thus reducing time to market.

ACQUISITION and EXPANSION

- TAKE acquired a Life Sciences Services player, Ecron Acunova (EA). This association will enable TAKE to add drug development expertise in the areas of Biosimilars, Regenerative Medicine and Diagnostic imaging agents space, which are emerging growth areas. This will help TAKE move the addressable market for its services to \$30 bn. It will also significantly enhance presence in Europe and Nordic countries. With this acquisition, TAKE will add audit ready infrastructure in Europe and India, and parts of South Asia to its expanding footprint. The organization will also augment its pool of subject matter experts by 30% and Life Sciences talent by 50%, significantly amplifying its experience, innovation and domain expertise.
- TAKE launched of its new Latin America hub in Bogotá, Colombia. TAKE’s expansion into Latin America will take advantage of the many benefits provided by Colombia, the third largest economy in the continent. The Latin America hub enables easy access to any Latin American client and will provide document, report and submission level publishing for simple and complex submission applications including life cycle management. TAKE also provides invaluable subject matter expertise in evolving electronic submissions standards, health authority specific guidelines and processes.

NEW OFFERINGS

- TAKE forayed into the big data market for the Life Sciences sector, by setting up Intelent – its new US-based subsidiary, with an initial investment of USD 3 million. Intelent aims to address the USD 300 billion healthcare and life sciences market by providing clients offerings in the areas of data integration and advanced analytics. Noting the exponential growth in data volume and variety, and shortening of technology lifecycles, TAKE has set up Intelent to address the challenge of harnessing data from multiple streams to create a competitive advantage for its clients. This investment is expected to help organizations mine their mountain of data to fulfil business and operational needs along with compliance to reduce risk, accelerate timelines and boost returns.
- TAKE launched **pvIndia**, a forum for Heads of Post-marketed Drug Safety (Pharmacovigilance). This is a new Network specifically for Indian pharmaceutical companies aimed at improving PV processes and operational efficiencies while

engaging in discussions on the regulatory framework and the expectations of the Health Authority. The first meet of pvindia was held in March, 2016 and was attended by 25 Drug Safety professionals representing 14 Indian pharmaceutical and global pharmaceutical companies. The key discussion topics at the event were, Global harmonization of regulations, how companies adapt to a variety of international regulations and Inspection Readiness.

- TAKE Supply Chain announced the addition of Business Intelligence Dashboards to OneSCM®, the leading SaaS-based supply chain collaboration software solution focused on helping mid-market companies increase operating margin through better performance of extended supply chain operations. The new dashboards feature a variety of standard information and graphical reports for key performance areas such as Procurement, Shipping, and Invoicing, all delivered within the OneSCM SaaS application.
- TAKE's RoutePro Unwired 1.0, developed in cooperation with SAP Co-Innovation Lab in Bangalore, has been certified for integration with SAP® Mobile Platform version 3.0. This configuration meets the requirements for connecting mobile application RoutePro Unwired 1.0 to SAP ERP version 6, enhancement package 6 using SAP Mobile Platform 3.0.
- TAKE added sales-focused transactions to OneSCM®, a leading SaaS-based supply chain collaboration software solution focused on helping mid-market companies increase operating margin and grow market share through better performance of extended supply chain operations. The new transactions, which can also be referred to as "Order-to-Cash," feature automated sales order creation and management, inventory visibility, and status for key activities such as fulfillment, delivery and receipt of payment.

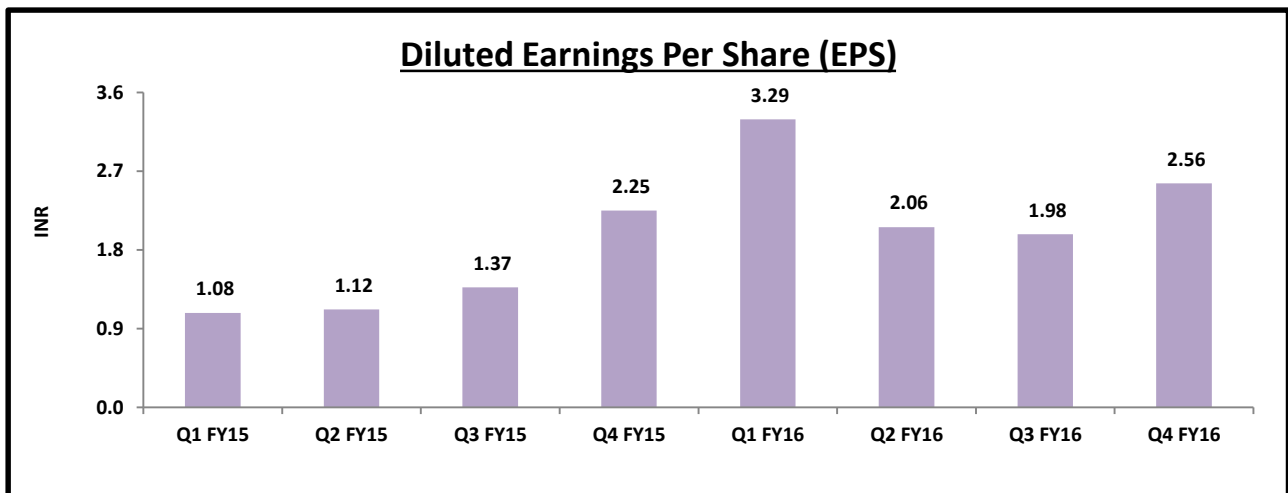
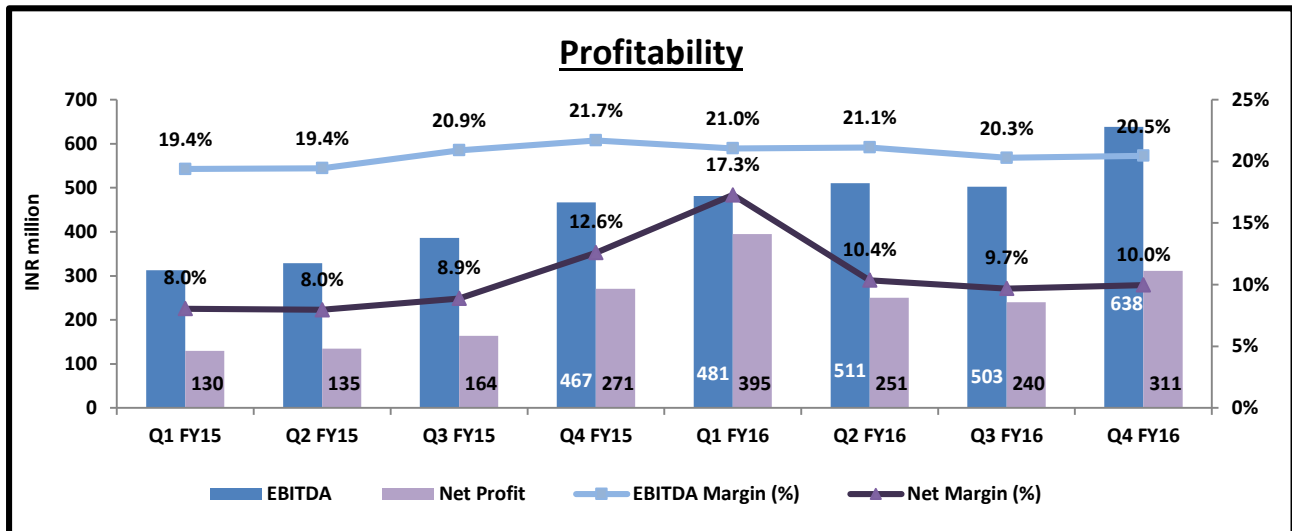
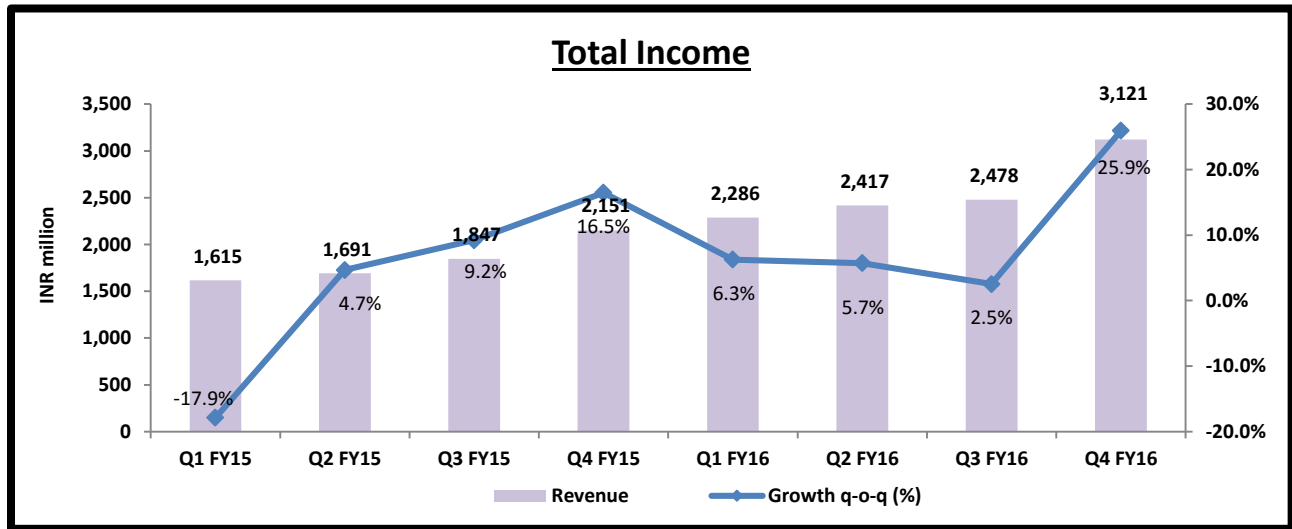
AWARDS & RECOGNITION

- TAKE was recognized as the '**most admired brand**' in the IT sector at the 5th Asian Customer Engagement Awards ceremony held in Mumbai. TAKE Solutions was awarded for excellence in Branding, Marketing and CSR on the basis of parameters such as mind share, market share and commitment share.
- TAKE was recognized as the **HR Company of the Year** at the World HRD Congress held at Mumbai. This award recognizes the robust and effective Talent Management practices of TAKE. The Company received a total of 19 awards at the prestigious ceremony. Furthermore, TAKE was ranked **2nd in the Dream Company of the Year** category and as the **2nd Best Employer of the Year** amidst over 400 companies including TCS, Yes Bank, Wockhardt, L & T Infotech, Tata Capital Finance Ltd, Mahindra and Panasonic.
- Ecron Acunova, a subsidiary of TAKE Solutions, was bestowed with the '**Bio Excellence Award - Bioservices Category**' at the Bangalore INDIA BIO 2016, India's leading Biotech Event. The prestigious event is organized by the Department of Information Technology, Biotechnology and Science & Technology - Government of Karnataka, in association with

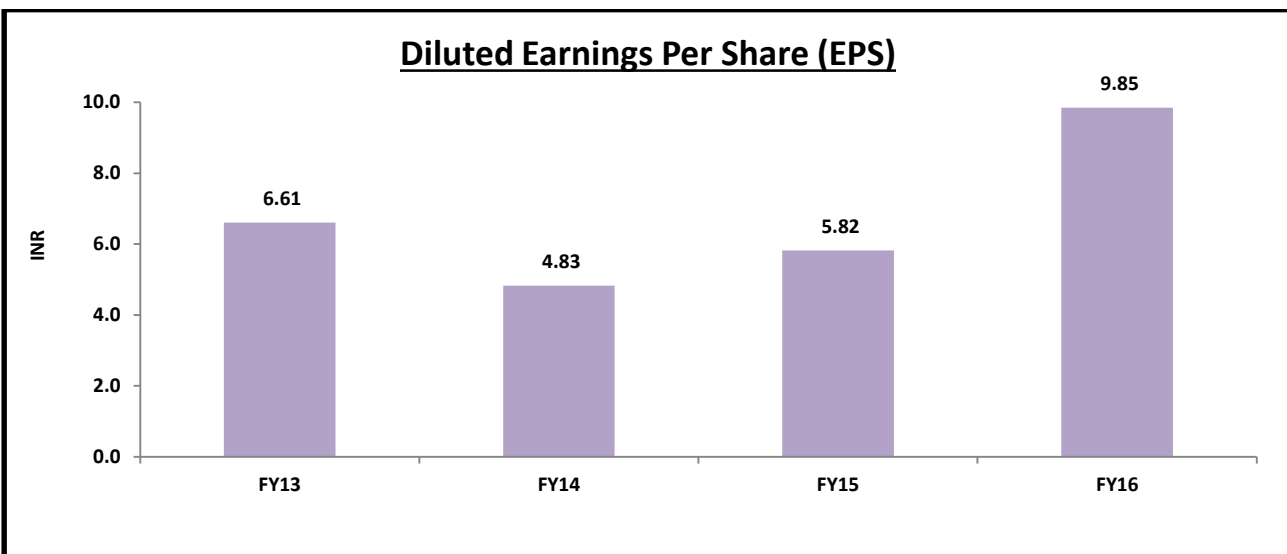
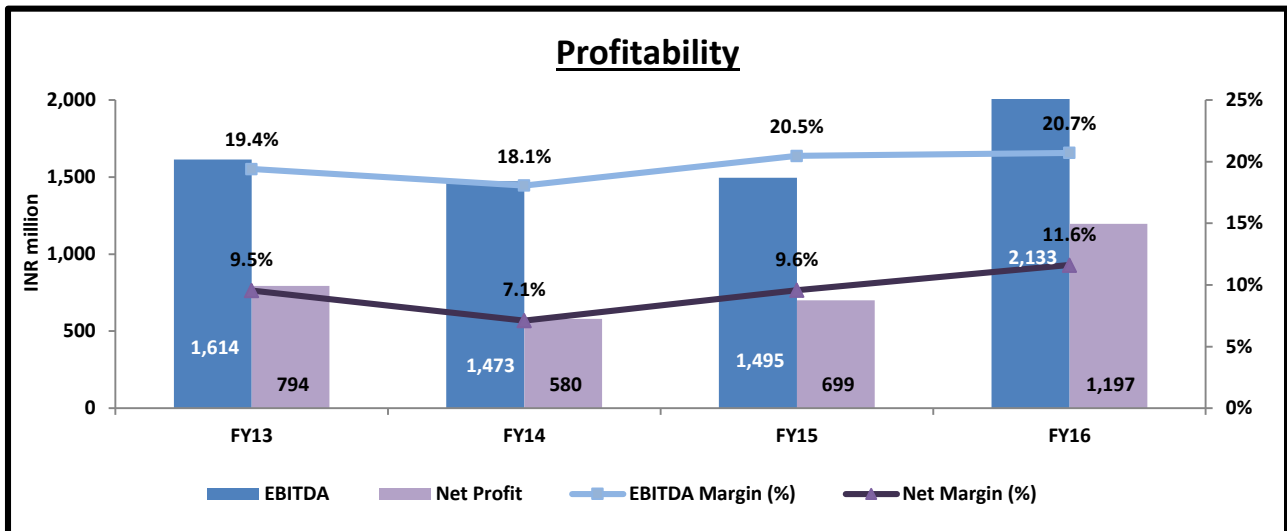
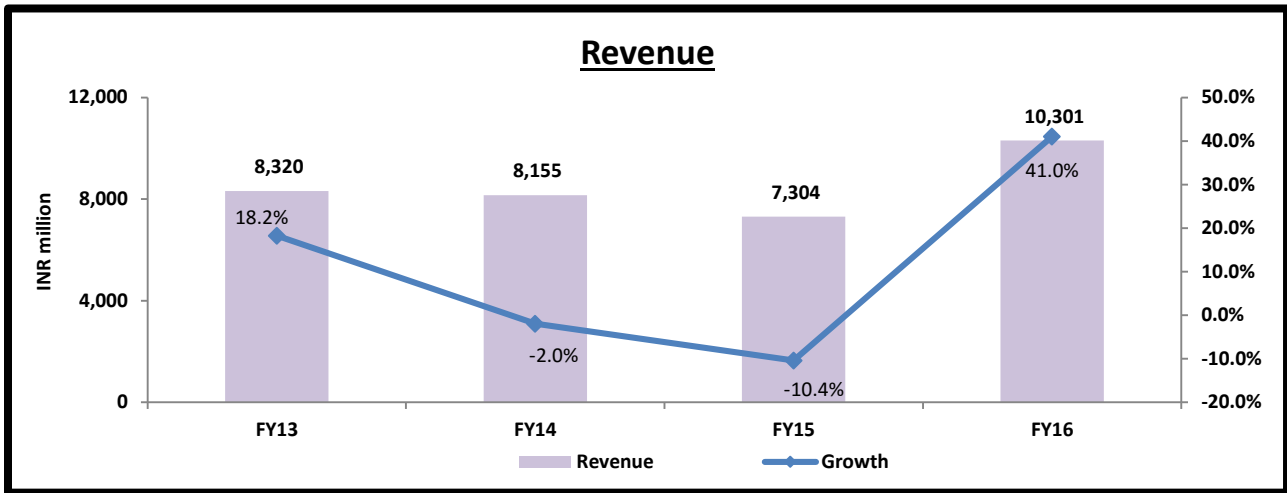
Vision Group on Biotechnology (an apex advisory body headed by Biocon MD, Dr. Kiran Mazumdar Shaw with private and public sector members). EcronAcunova (EA) was presented the award by Mr. K. J. George, Cabinet Minister, Karnataka, in recognition of its outstanding contribution and pioneering work in the field of Biotechnology.

- TAKE Solutions has been named a “**Top 100 Software and Technology Provider**” by Food Logistics (FL) Magazine. TAKE Supply Chain, a consistent FL 100 provider, offers leading supply chain collaboration and data collection solutions that enable organizations to take control of their supply chains for more rapid and more confident decision-making internally and across their trading partner networks.
- TAKE was named a “**Top 100 Great Supply Chain Partner**” by SupplyChainBrain, the world’s most comprehensive supply chain management information. Each year, the list of 100 Great Supply Chain Partners features a select group of companies whose customers recognize them for providing outstanding solutions and services.

QUARTERLY GROWTH TRENDS



ANNUAL GROWTH TRENDS



OPERATING METRICS

Revenue					
	Q4 FY16	Q3 FY16	Q4 FY15	FY 16	FY15
INR Million	3,121	2,478	2,151	10,301	7,304
Y-o-Y growth (%)	45.1%			41.0%	
Q-o-Q growth (%)	25.9%				
USD Million	46.2	37.6	34.5	157.3	119.4
Y-o-Y growth (%)	33.8%			31.7%	
Q-o-Q growth (%)	22.9%				

Revenue by Vertical					
%	Q4 FY16	Q3 FY16	Q4 FY15	FY 16	FY15
SCM	20.0%	24.5%	26.3%	23%	29%
LS	76.7%	71.5%	69.9%	72%	64%
Others	3.3%	4.1%	3.8%	5%	7%
Total	100%	100%	100%	100%	100%

Revenue by Geography					
%	Q4 FY16	Q3 FY16	Q4 FY15	FY 16	FY15
US	77.7%	72.6%	71.4%	74%	70%
Asia	10.1%	20.2%	21.8%	17%	23%
RoW*	12.2%	7.2%	6.8%	9%	7%
Total	100%	100%	100%	100%	100%

*Rest of World

Revenue Concentration					
%	Q4 FY16	Q3 FY16	Q4 FY15	FY 16	FY15
Top 10 Clients	35.6%	34.9%	29.1%	35.6%	29.1%

Order Book					
USD MN	Q4 FY16	Q3 FY16	Q4 FY15	FY 16	FY15
LS	89.8	62.3	50.4	89.8	50.4
SCM	13.3	18.2	18.9	13.3	18.9
Total	103.1	80.5	69.3	103.1	69.3

Balance Sheet Summary (As on)					
	31-Mar-16	31-Dec-15	31-Mar-15	FY 16	FY15
Book Value per share (INR)	55.9	54.6	48.4	55.9	48.4
Net Worth (INR Mn)	6,715	6,549	5,805	6,715	5,805
Debt (INR Mn)	3,364	2,218	2,085	3,364	2,085
Cash & Cash Equivalents (INR Mn)	1,300	1,423	1,257	1,300	1,257
DSO	99	98	119	99	119
Net D/E (x)	0.3	0.1	0.1	0.3	0.1

Dollar Rates					
	Q4 FY16	Q3 FY16	Q4 FY15	FY 16	FY15
Period Average Rate	67.55	65.94	62.32	65.51	61.18
Period Closing Rate	66.26	66.27	62.68	66.26	62.68

CONSOLIDATED PROFIT AND LOSS ACCOUNT
FOR THE QUARTER AND YEAR ENDED MARCH 31, 2016

	Quarter ended			Year ended	
	31-Mar-16	31-Dec-15	31-Mar-15	31-Mar-16	31-Mar-15
<i>(Figures in INR mn, except EPS)</i>					
Net Sales/Income from Operations	3,121	2,478	2,151	10,301	7,304
Other Income	13	8	32	208	82
Total Revenue	3,133	2,486	2,183	10,509	7,386
Expenses					
Cost of Sales	1,751	1,384	1,176	5,753	4,093
Other Expenses	732	591	508	2,416	1,717
	2,482	1,975	1,684	8,168	5,810
Profit Before Interest, Amortization, Depreciation & Tax	651	511	499	2,340	1,577
Product Development Expenses Written off	116	128	90	495	393
Depreciation	61	60	50	248	203
Profit before Interest & Tax	474	323	358	1,597	981
Finance Charges	51	33	29	148	127
Profit before Tax	423	290	329	1,450	854
Tax	108	37	2	201	54
Profit before Minority interest	315	253	326	1,249	800
Minority interest	4	13	56	52	100
Net Profit	311	240	271	1,197	699
Basic Earnings Per Share (INR)	2.59	2.00	2.26	9.97	5.83
Diluted Earnings Per Share (INR)	2.56	1.98	2.25	9.85	5.82

EARNINGS CONFERENCE CALL

TAKE would like to invite you for the earnings call on May 12, 2016 at 4:00 pm (IST). Ambit Capital will be hosting our 4QFY16 Results Conference Call.

Represented by

- Srinivasan H.R., Vice Chairman and Managing Director
- D.V. Ravi, Director
- Ram Yeleswarapu, President and CEO
- Shobana NS, Chief Finance Officer

The teleconference will be moderated by **Sagar Rastogi, Technology Analyst**, Institutional Equities, Ambit Capital.

Conference Call Details

Time: 4:00 pm (IST) | Date: May 12, 2016

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.			
Primary Number India: +91 22 3938 1078		Toll Free Number:	USA: 1 866 746 2133
Secondary Number India: +91 22 6746 5878			UK: 0 808 101 1573
The numbers listed above are universally accessible from all networks and all countries.			Singapore: 800 101 2045
			Hong Kong: 800 964 448
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.		

About TAKE Solutions

TAKE Solutions, is a globally recognized knowledge intensive technology player, delivering comprehensive and niche solutions for enterprises across diverse sectors for over 15 years, with key expertise in Life Sciences (LS) and Supply Chain Management (SCM). In the LS domain, TAKE offers IP-based software and extensive knowledge-based solutions to enable efficient clinical, regulatory, safety and content management. In SCM, TAKE's product suite includes distinct technology with embedded IP that spans enterprise mobility, trading partner collaboration, and material tracking. TAKE encompasses specialized lines of businesses under distinct brands such as Navitas – an IP driven Life Sciences solutions company, Ecron Acunova – a specialized provider of Clinical Services to both Pharma & Biotech companies, Intelent – an expert in Life Sciences Big Data, TAKE Supply Chain & TAKE MEA – flexible, accessible, mobile Supply Chain software solution providers, APA Engineering – an International e-Sourcing and Engineering services company, TAKE Innovations – an incubator to facilitate IP Creation and TAKE Enterprise Services Inc. – a specialist provider of technology-driven business solutions and software services.

TAKE's significant recognitions include a patent win from the United States Patent and Trademark Office (USPTO) for its 'Method for Optimizing Clinical Data Standardization', a 'Leader' certification in Drug Safety Services & Life Sciences R&D IT Outsourcing from IDC, recognition as the 'Dream Employer of the Year' at the World HRD Congress and the title of 'Most Admired Brand –IT' from the Asian Customer Engagement Forum. With its global headquarters in Chennai, India, TAKE has a proven track record of delivering world-class solutions to more than 400 customers worldwide, including 9 of the top 10 global Pharma companies.

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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