



TAKE Solutions Group

Enabling Business Efficiencies

www.takesolutions.com

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TAKE Solutions – An Overview

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Going Forward

TAKE

- Creates IP and solutions in “under served domains” (niches)
- Currently operates in the Life Sciences (Pharma/Biotech R&D) and Supply Chain landscape
- Focuses on improving outcomes for clients by bringing together the best of Consulting, Analytics, Products and Services
- Is led by a team of Domain Experts and Industry Thought Leaders

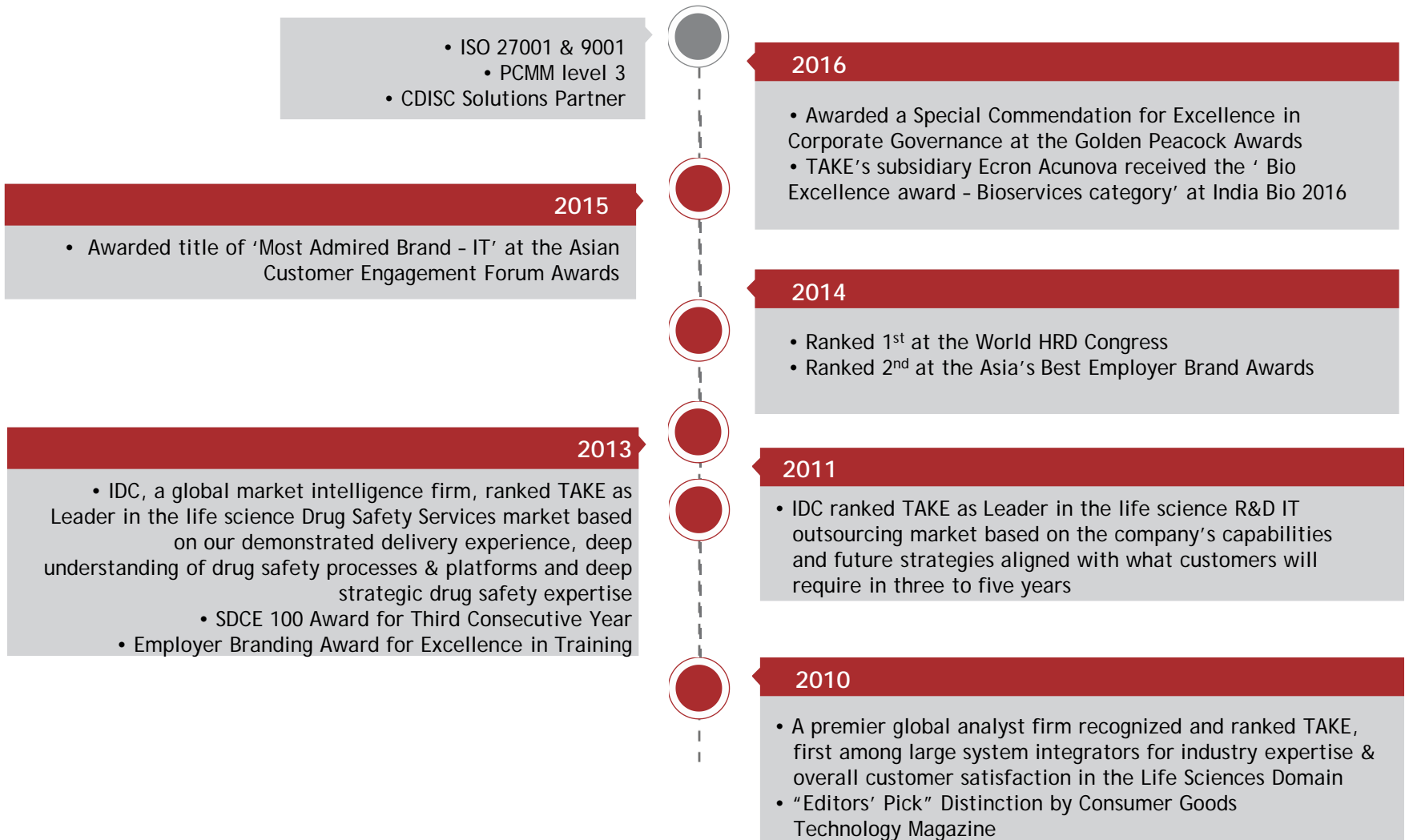
Overview

YEARS	COUNTRIES	OFFICES	CUSTOMERS	EMPLOYEES	REVENUE
15	12	22	400+	1500+	INR 13,446 Mn



A Global Consulting, Technology Solutions & Services Company Focusing on Specialized Lines of Business

Accreditations & Recognitions



Alliances and Partnership

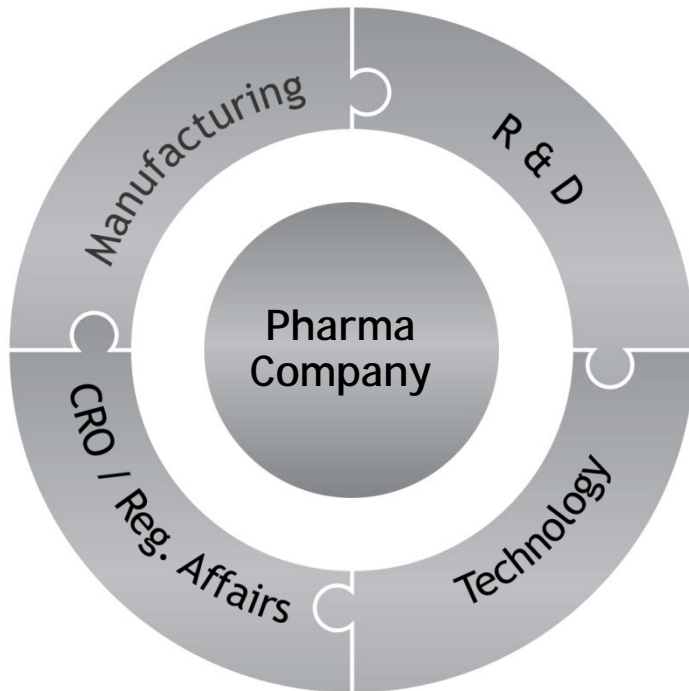




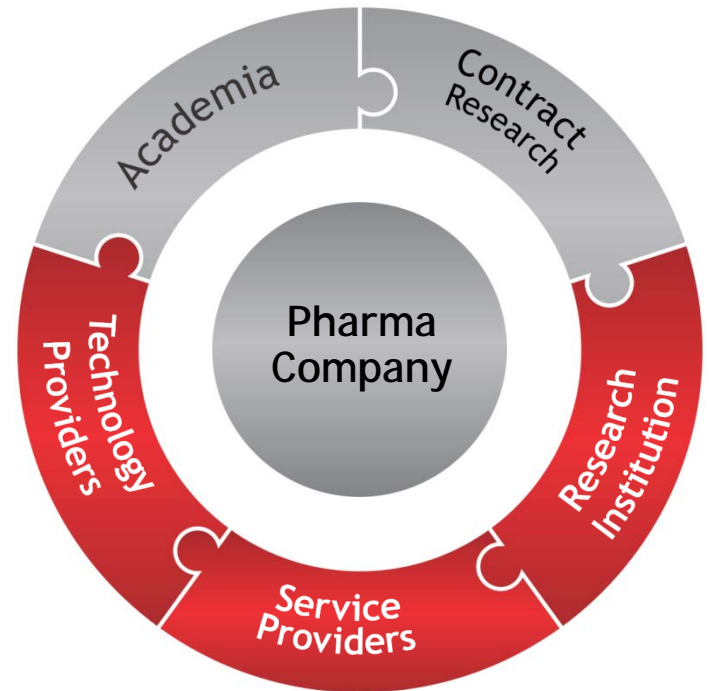
Life Sciences

Changing Trends in LS Outsourcing

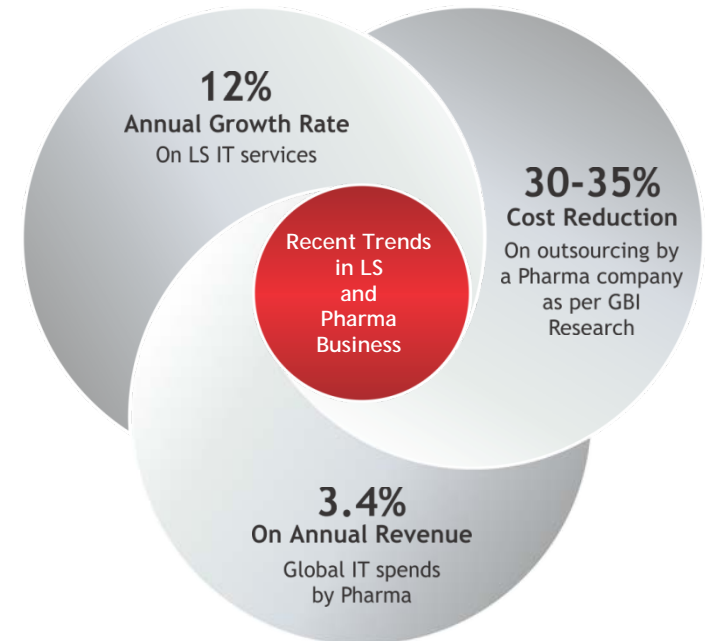
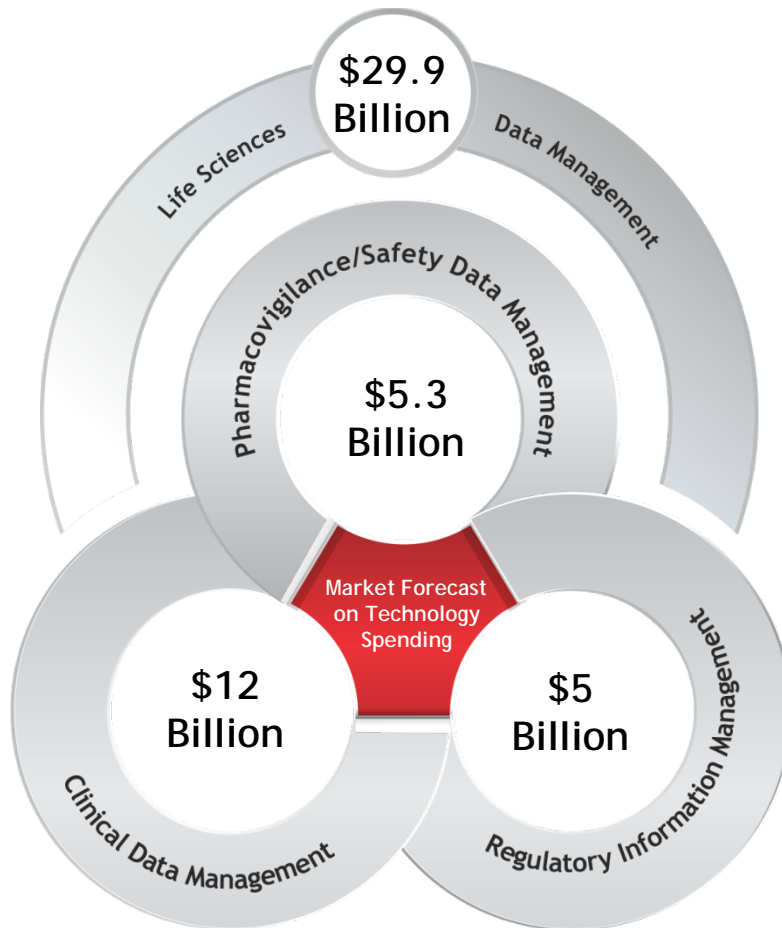
FIPCO



FIPNET



Market Landscape



Market looking for niche, specialized solution providers

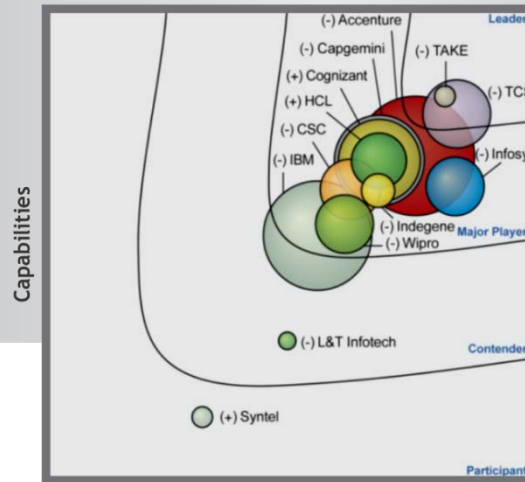
Leadership in IT Outsourcing & Drug Safety Services

The players in the LS IT Outsourcing and Drug Safety Services markets fall under two categories:

- Category 1: Consulting companies such as Accenture, TAKE and iGate.
- Category 2: IT giants such as TCS, Infosys, Cognizant and HCL.

- Data Management
- Data Standardization
- Biostatistics & SAS Programming
- Clinical Information Systems

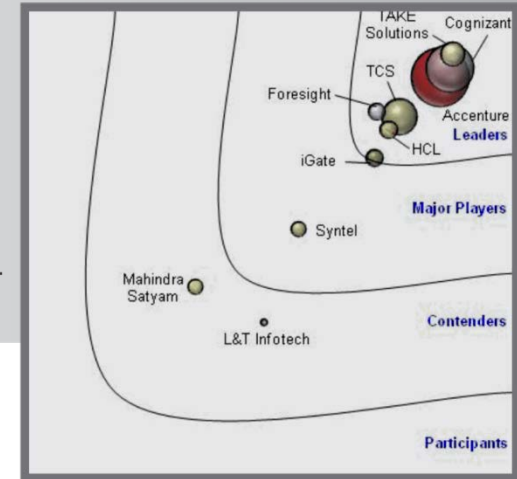
Worldwide Life Science R&D IT Outsourcing 2011 Vendor Assessment



Strategies

Source: IDC MarketScape: Worldwide Life Science R&D IT Outsourcing 2011 Vendor Assessment, August 2011

Worldwide Life Science Drug Safety Services 2013 Vendor Assessment



Strategies

Source: IDC MarketScape: Worldwide Life Science Drug Safety Services 2013 Vendor Assessment

TAKE is a leader among leaders in both the LS R&D IT Outsourcing and Drug Safety Services Vendor Assessments

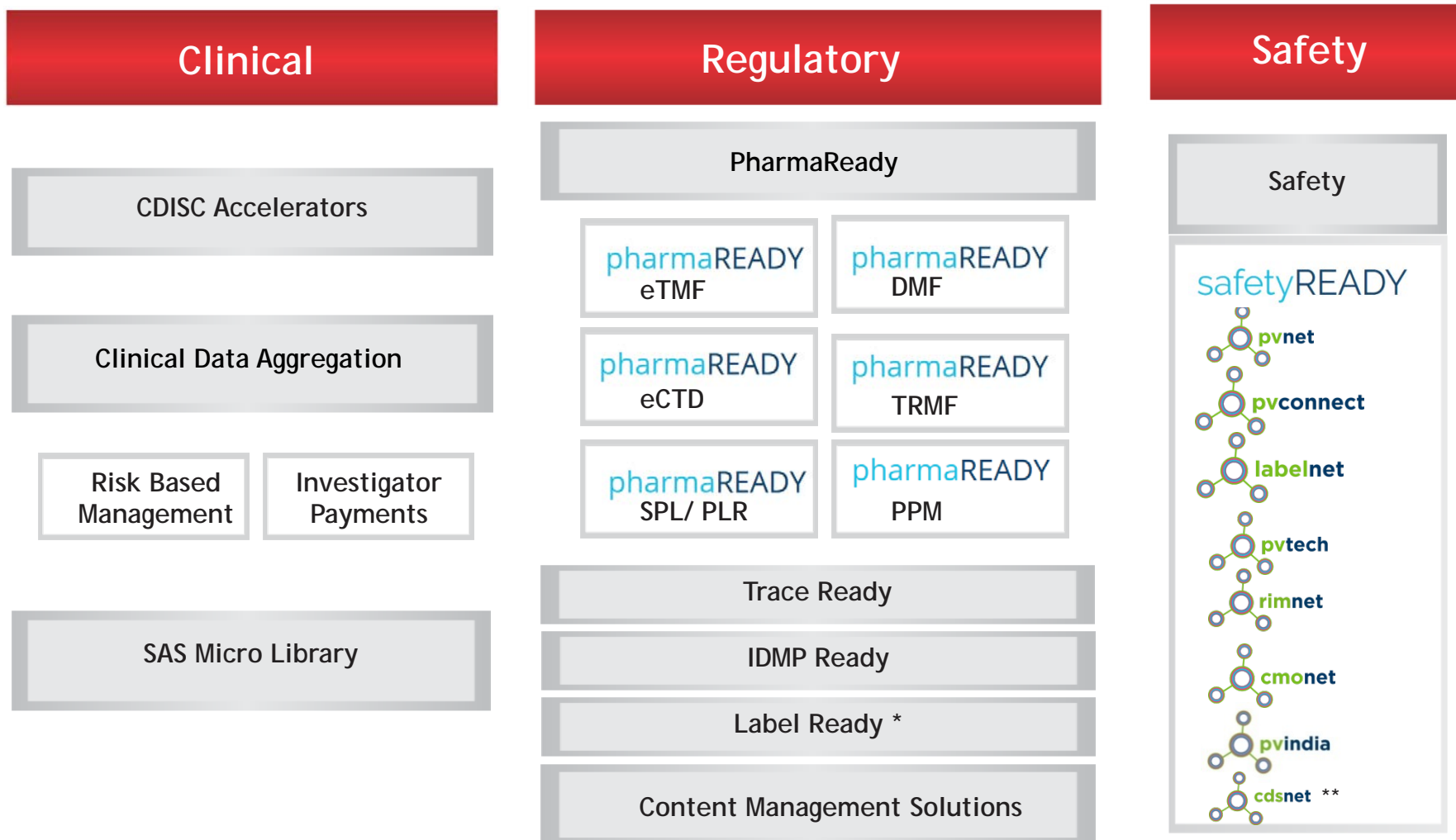
IDC has ranked the companies in this industry based on the following two criteria:

- Capabilities: based on current capabilities of the players and how well-aligned they are to customer needs.
- Strategies: based on how well the players' future strategies aligns with customers' expected requirements in three to five years.

Business Practices Overview

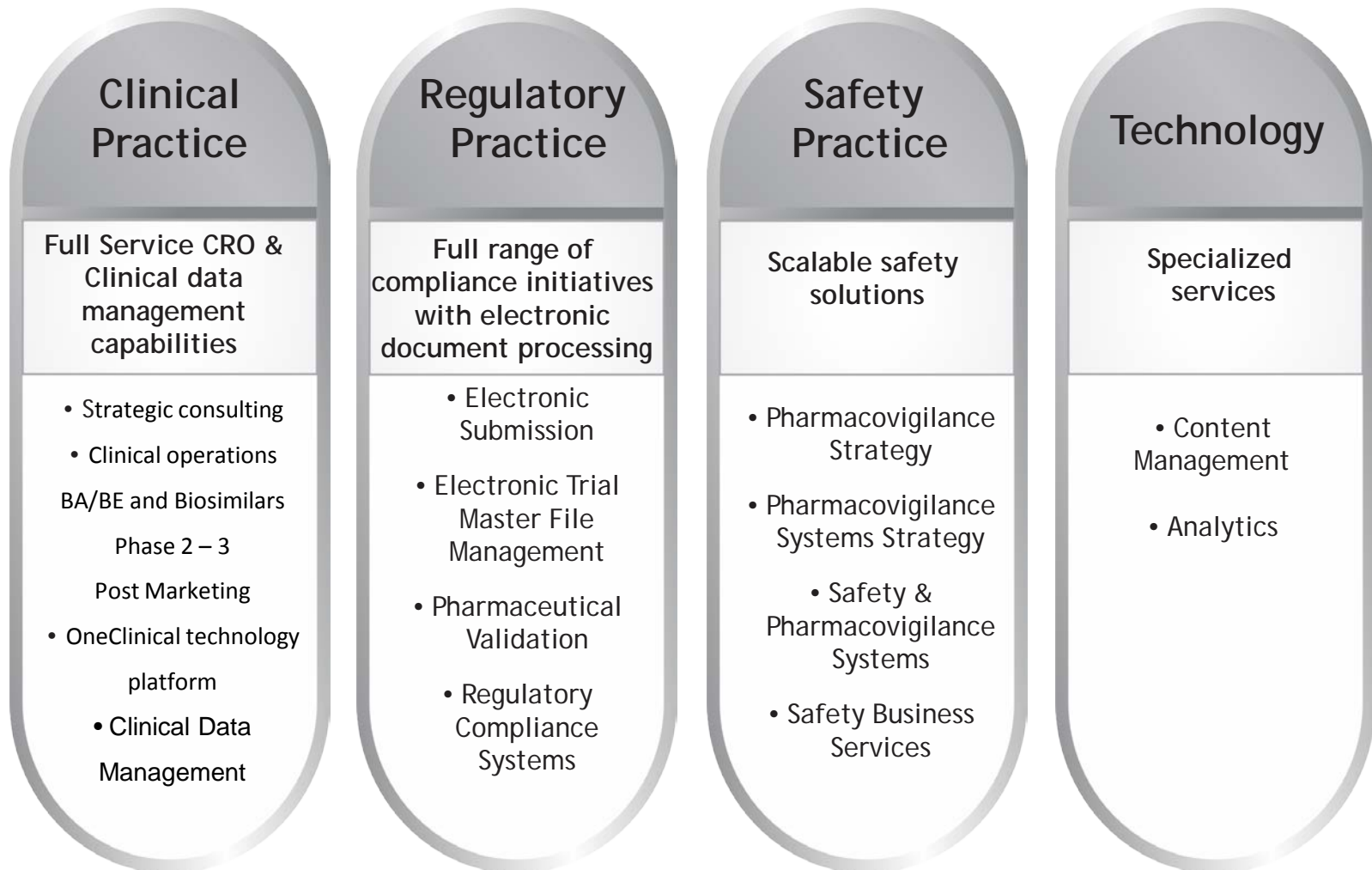
	Products/ IP	Service Lines	Geography
Clinical	5	8	U.S & Europe
Regulatory	4	4	U.S, Europe, APAC, MENA
Safety	8	4	U.S & APAC
Technology		2	U.S & ROW Implementation

Intellectual Properties



* Under consideration ** To be launched

Service Lines



TAKE has a strong suite of technology products supporting its various offerings across business segments

Life Sciences Brands



Recent Accomplishments & Emerging Industry Trends

- Nets, the subscription based portfolio of 6 networks, crossed a **membership of 100**
- pharmaREADY, the e - Document Management and eSubmission product suite, crossed **100 global customers**
- Risk-Based Monitoring and Investigator Payments solutions launched at DIA 2016 Annual Meeting, Philadelphia
- Compliance concerns in the areas of regulatory, quality, medical/safety are creating a plethora of new opportunities
- Investment cycles by customers in these areas are on the rise and consulting as a practice continues to be the leading indicator
- Application of 'big data' techniques in the clinical data aggregation area
- TAKE's unique and well differentiated platform approach could eventually lead to significant opportunities in adjacent squares with healthcare data
- Ongoing exploration of strategic partnerships with platforms/solutions enabling clinical trial site identification, patient recruitment and retention strategies for improving outcomes and delivering enhanced value to customers

Marquee Clients

Pharmaceuticals								
								
								
								
Bio-Tech								
CROs, Academia								
Devices								
Generics								
								
BioSimilar								

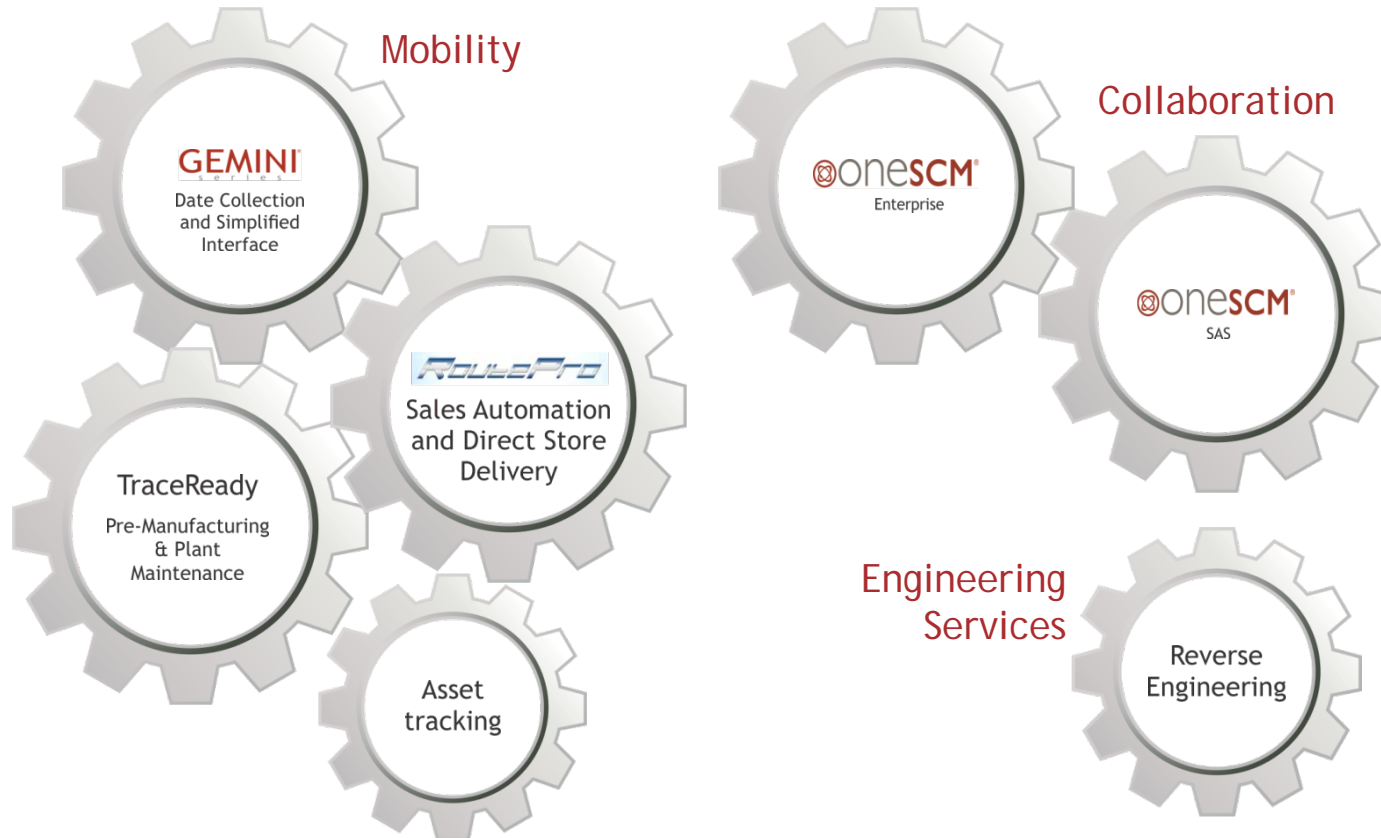


SUPPLY CHAIN MANAGEMENT

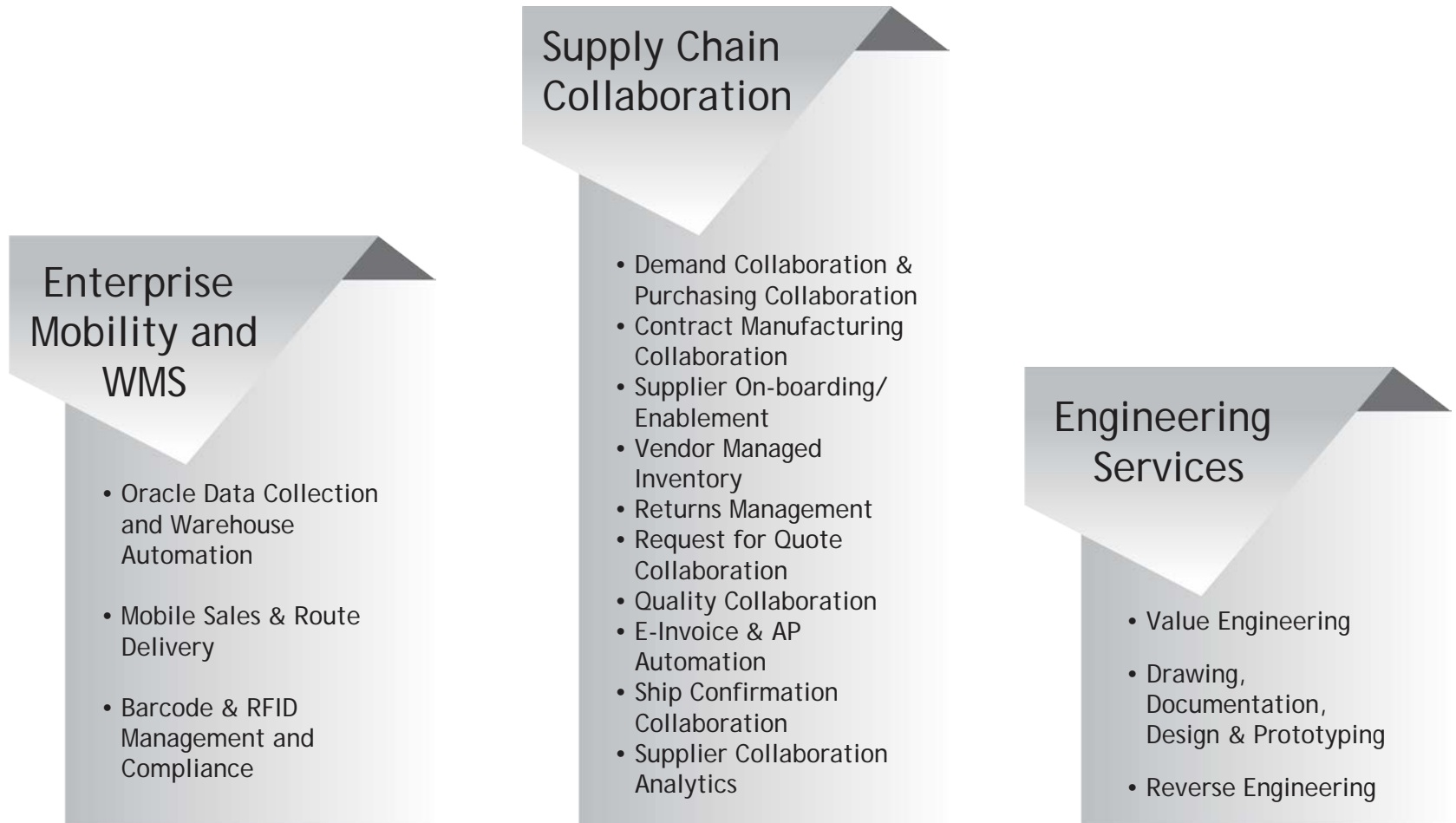
Business Practices Overview

	Products/ IP	Service Lines	Geography
Mobility	4	3	North America, APAC & MENA
Collaboration	2	6	North America, APAC & MENA
Engineering Services	1	3	North America

Intellectual Properties



Service Lines



Diverse Global Customer Base

Oil & Gas									
High Tech									
									
Industrial									
									
Consumer Products									
									
Pharma & Medical									
									
FMCG / Food									



FINANCIAL OVERVIEW

Financials

Income Statement Summary

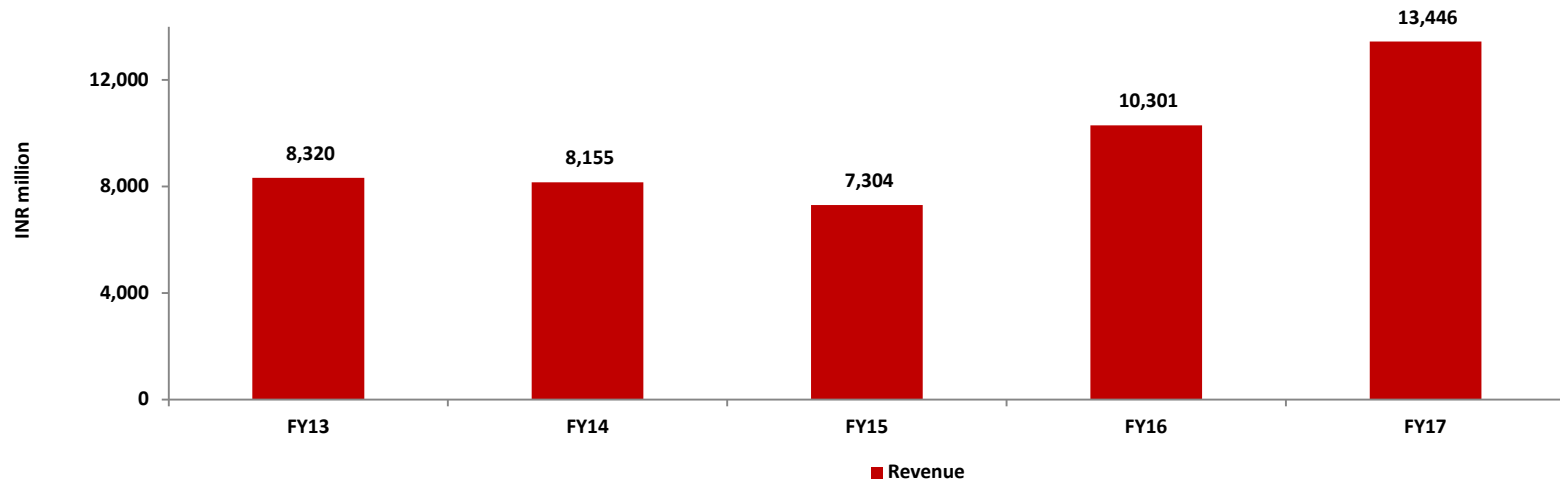
	Quarter Ended	Year Ended	
	31-Mar-17	31-Mar-17	31-Mar-16
<i>(Figures in INR mn, except EPS)</i>			
Net Sales/Income from Operations	3,555	13,446	10,301
Other Income	8	74	208
Total Income	3,563	13,520	10,509
Profit Before Interest, Amortization, Depreciation & Tax	631	2,552	2,133
Profit before Interest & Tax	417	1,678	1,390
Profit before Tax	372	1,530	1,450
Net Profit	344	1,307	1,197
Diluted Earnings Per Share (INR) (Annualized)	10.40	10.16	9.85

Balance Sheet Summary

	As on	
	31-Mar-17	31-Mar-16
Book Value per share (INR)	71	56
Net Worth (INR Mn)	9,344	6,715
Debt (INR Mn)	2,374	3,364
Cash & Cash Equivalents (INR Mn)	1,110	1,300
DSO (days)	111	99
Net D/E (x)	0.3	0.3

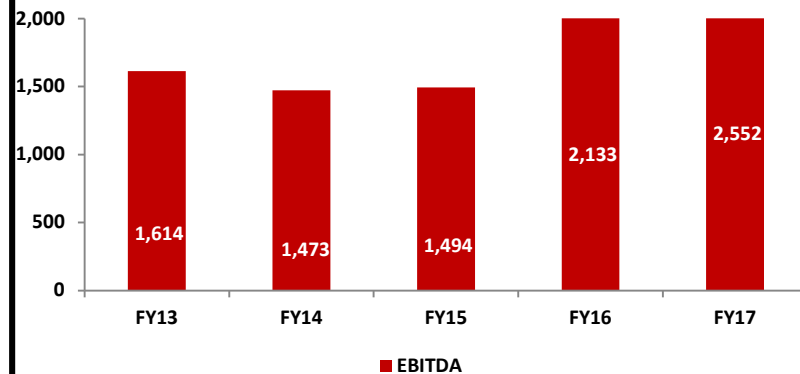
Revenue

CAGR 14%



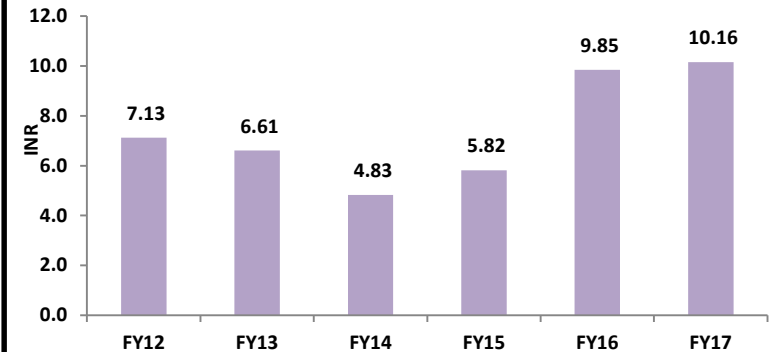
EBITDA (INR Mn)

CAGR 12%



Diluted Earnings Per Share (EPS)

CAGR 7%



Our People Strength - Thought Leaders



D A Prasanna

- Pioneer in creating markets for high-technology medical equipment
- Has held global CEO positions in healthcare business of GE-India and GE-Japan and has also served as Vice Chairman of Wipro
- Serves on the boards of pharma companies, industry advocacy organizations and research Institutes



Prof. G Raghuram

- Distinguished expert in Supply Chain and Logistics Management, Infrastructure & Services management and related subjects
- Served as consultant to over 53 organizations in India and overseas
- Currently the 'Indian Railways Chair Professor' at the Indian Institute of Management, Ahmadabad
- Member of boards and government committees related to Infrastructure and Logistics

Our People Strength - Key Management



Ram Yeleswarapu

- Co-founder of the life sciences business of TAKE
- Has worked with Pharma companies like Merck, Pfizer, Amgen, among others since 1995
- Widely acknowledged thought leader in the Clinical data management space



Jim Tizzard

- Has held management and consulting roles in Automotive, Aerospace & Defence, Hi-Tech, and Healthcare across a range of geographies in Europe, USA and Asia
- Has initiated, led, and supported Life Sciences businesses in transforming performance in areas of development, regulatory, & manufacturing for over 16 years

Our People Strength - Key Management



Marty Boom

- Led global business improvement assignments for clients like Bayer HealthCare, Pfizer, Johnson & Johnson, Roche etc. in most areas of Pharmaceutical Drug Development and Supply Chain
- One of the initiators and early leaders of pvnet®; Navitas' network for Heads of Pharmacovigilance



Ayaaz H Khan

- Has an extensive background in the generic pharmaceutical industry, including the areas of Clinical Development and Regulatory Affairs
- Has held scientific and leadership positions for major generic drug manufacturers such as Orchid Pharma and Ranbaxy as well as Indian BA/BE CROs



Lalit Mahapatra

- Has over 15 years experience with companies like Siemens, Pacific Internet and Price Water House Cooper.
- Areas of expertise include strategic planning, fund management & harmonizing accounting practices to US GAAP, global IFRS standard and Indian GAAP

Our People Strength - Key Management



Bala Latupalli

- Has over 18 years of work experience and has played key roles in leading global IT organizations
- Has extensive experience in the pharmaceutical arena with Life Sciences expertise in the areas of Sales & Marketing enterprise applications for pharmaceutical companies
- Formed an IT consulting firm in 2000, prior to which he has also consulted for large Pharmaceutical companies like Pfizer, JNJ, Parke Davis in the areas of Sales & Marketing Applications



Kalyan Gopalakrishnan

- Has over two decades of expertise in Clinical Systems
- Passionate about fostering evolutionary innovation in eClinical Landscape while being pragmatic about meeting operational system needs
- Has delivered large scale programs successfully by leveraging leading technologies and industry standards
- Co-founded ClinMetrics, which specialized in Clinical Data Analytics

Our People Strength - Key Management



Brad Huff

- Has over 20 years of experience in enterprise Supply Chain solutions, having served in progressive management and sales roles with IBM, Sterling Commerce, PeopleSoft and JD Edwards
- Worked with clients at JDE and PeopleSoft to implement an initial ERP system in order to improve execution inside the four walls



Reji Nair

- Has over 20 years of experience in the IT industry and has worked in the Mobile Computing industry since 1995
- Has worked in the TATA Group in India, Al Rostamani Group in UAE and large business groups in Saudi Arabia

Our People Strength - Key Management



K.Vaidyanathan

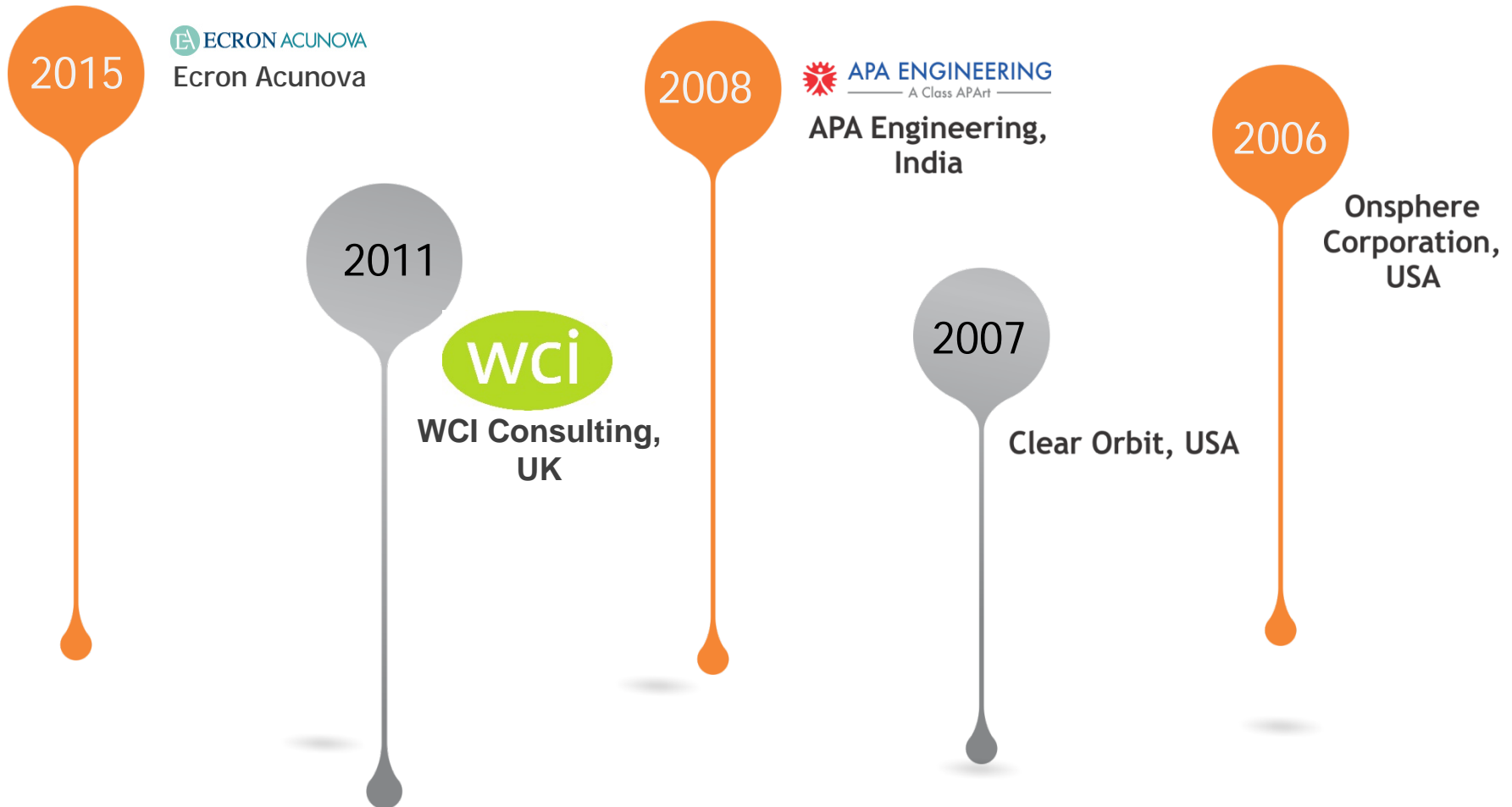
- Has rich experience in International marketing and sourcing in the light engineering vertical
- Has served as the Divisional Head of International Marketing in India Pistons Ltd



K.Ramakrishnan

- Has an extensive and strong background in manufacturing and operations.
- Has served as Director of ALCASTE, an Aluminum Casting Company involved in pressure die-casting, gravity casting & CNC machining

Acquisitions



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THANK YOU

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