

TAKE Solutions Group Enabling Business Efficiencies

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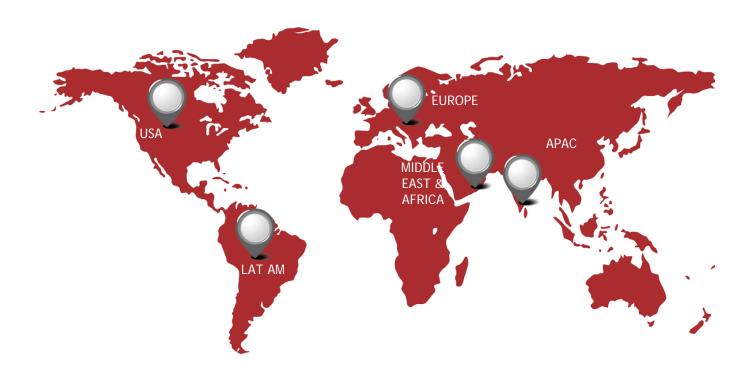
Going Forward

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

• ISO 27001 & 9001 • PCMM level 3 CDISC Solutions Partner



2016

- Awarded a Special Commendation for Excellence in Corporate Governance at the Golden Peacock Awards
- TAKE's subsidiary Ecron Acunova received the 'Bio Excellence award - Bioservices category' at India Bio 2016

2015

 Awarded title of 'Most Admired Brand - IT' at the Asian **Customer Engagement Forum Awards**

2014

- Ranked 1st at the World HRD Congress
- Ranked 2nd at the Asia's Best Employer Brand Awards

2013

• IDC, a global market intelligence firm, ranked TAKE as Leader in the life science Drug Safety Services market based on our demonstrated delivery experience, deep understanding of drug safety processes & platforms and deep strategic drug safety expertise

• SDCE 100 Award for Third Consecutive Year

• Employer Branding Award for Excellence in Training

2011

• IDC ranked TAKE as Leader in the life science R&D IT outsourcing market based on the company's capabilities and future strategies aligned with what customers will require in three to five years

2010

- A premier global analyst firm recognized and ranked TAKE, first among large system integrators for industry expertise & overall customer satisfaction in the Life Sciences Domain
- "Editors' Pick" Distinction by Consumer Goods **Technology Magazine**





Alliances and Partnership

















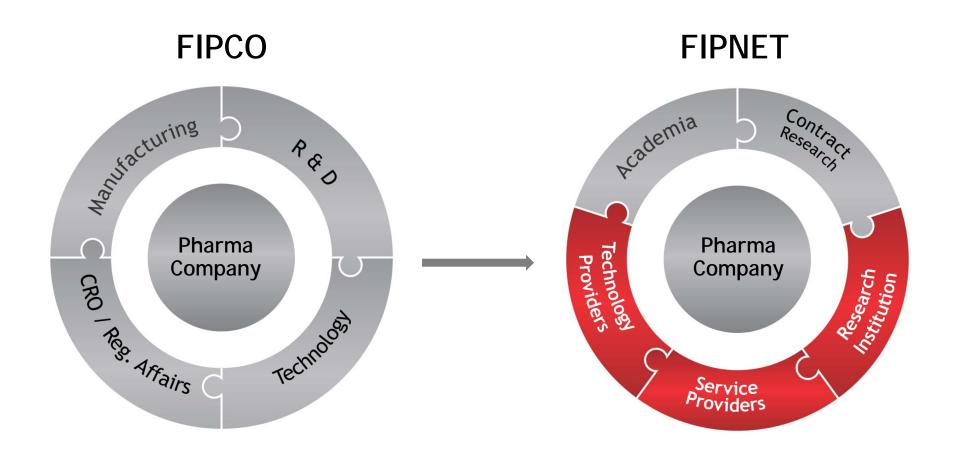




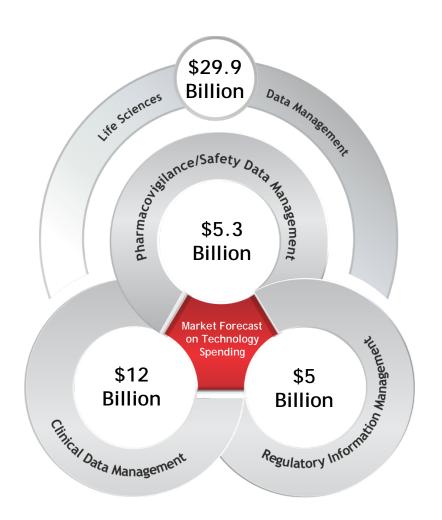


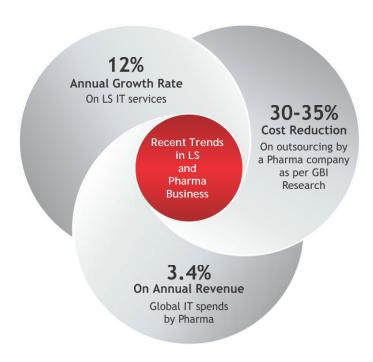
Life Sciences

Changing Trends in LS Outsourcing



Market Landscape





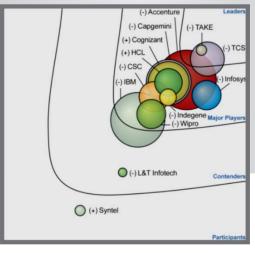
Market looking for niche, specialized solution providers

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**

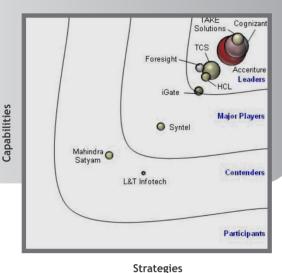


Capabilities

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



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

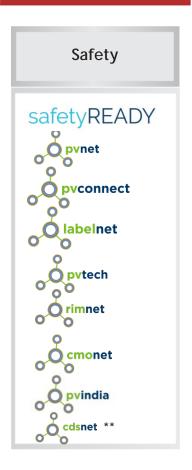
Intellectual Properties

Clinical **CDISC Accelerators** Clinical Data Aggregation Investigator Risk Based **Payments** Management **SAS Micro Library**

Regulatory

PharmaReady pharmaREADY pharmaREADY **DMF** eTMF pharmaREADY pharmaREADY eCTD **TRMF** pharmaREADY pharmaREADY SPL/ PLR PPM **Trace Ready IDMP Ready** Label Ready * **Content Management Solutions**

Safety



^{*} Under consideration ** To be launched

Service Lines

Clinical Practice

Full Service CRO & Clinical data management capabilities

- Strategic consulting
- Clinical operations

BA/BE and Biosimilars

Phase 2 – 3

Post Marketing

- OneClinical technology platform
 - Clinical Data
 Management

Regulatory Practice

Full range of compliance initiatives with electronic document processing

- Electronic
 Submission
- Electronic Trial Master File Management
- Pharmaceutical Validation
 - Regulatory Compliance Systems

Safety Practice

Scalable safety solutions

- Pharmacovigilance Strategy
- Pharmacovigilance
 Systems Strategy
 - Safety & Pharmacovigilance Systems
 - Safety Business Services

Technology

Specialized services

- Content Management
- Analytics

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

Life Sciences Brands



Driving better outcomes through insights

A LAKE ENTERPRISES

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































Generics





























BioSimilars











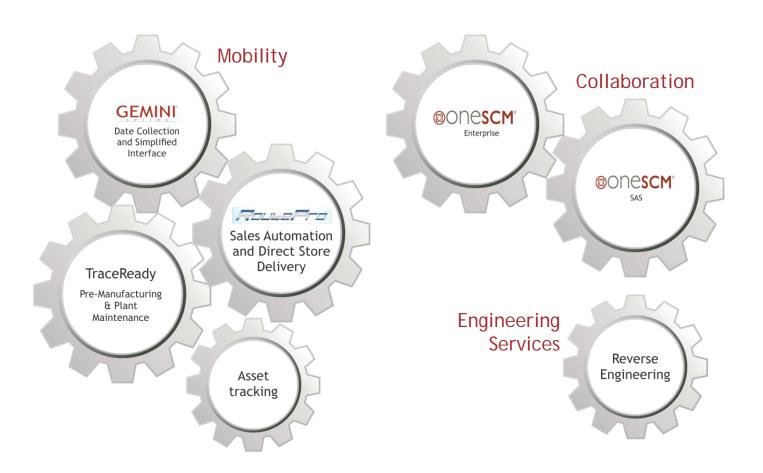


SUPPLY CHAIN MANAGEMENT

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

Enterprise Mobility and

WMS

- Oracle Data Collection and Warehouse Automation
- Mobile Sales & Route Delivery
- Barcode & RFID Management and Compliance

Supply Chain Collaboration

- Demand Collaboration & Purchasing Collaboration
- Contract Manufacturing Collaboration
- Supplier On-boarding/ Enablement
- Vendor Managed Inventory
- Returns Management
- Request for Quote Collaboration
- Quality Collaboration
- E-Invoice & AP Automation
- Ship Confirmation Collaboration
- Supplier Collaboration Analytics

Engineering Services

- Value Engineering
- Drawing, Documentation, Design & Prototyping
- Reverse Engineering

Diverse Global Customer Base







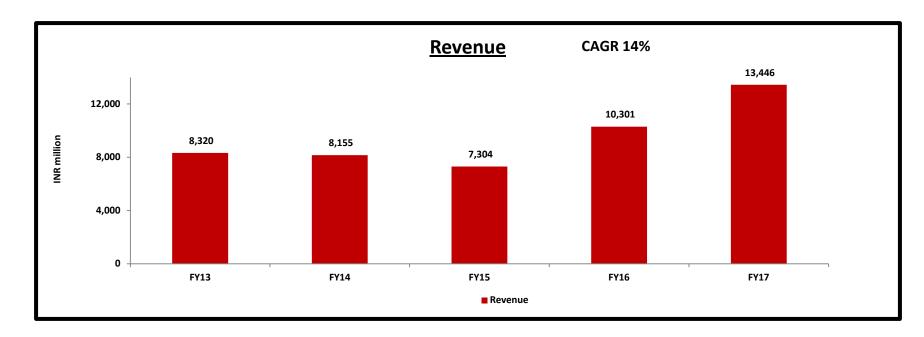


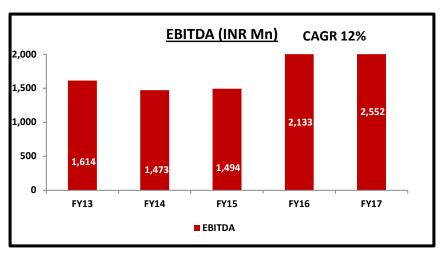
FINANCIAL OVERVIEW

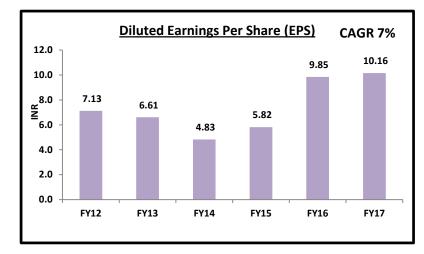
Financials

Income Statemer	nt Summary		
	Quarter Ended	Year Ended	
(Figures in INR mn, except EPS)	31-Mar-17	31-Mar-17	31-Mar-16
Net Sales/Income from Operations	3,555	13,446	10,301
Other Income	8	74	208
Tatal lucama	2 562	12.520	10 500
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	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		







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



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



Marty Boom

- Led global business improvement assignments clients for 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



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
- 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



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



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

