

TAKE Solutions Ltd. Announces Results for the Quarter and Year ended March 31, 2012

Chennai, India – Saturday, May 26, 2012

Financial Highlights:

Fiscal Year ended March 31, 2012

- Revenue stood at INR 7,037 million, a Y-o-Y growth of 40.6%; while total income increased 42.0% to INR 7,188 million
- Operating EBITDA grew 40.5% y-o-y to INR 1,451 million; Margin at 20.6%
- Net profit at INR 856 million, up 22.3% y-o-y
- EPS at INR 7.13

Quarter ended March 31, 2012

- Revenue stood at INR 1,927 Million, an increase of 28.8% y-o-y and 4.3% q-o-q
- Operating EBITDA at INR 359 million; up 26.1% y-o-y and down 11.1% q-o-q
- Net profit at INR 225 million, up 10.3% y-o-y and 5.8% q-o-q

Other Highlights

- Dividend of Re 1.00 per share for FY12
- Order book at USD 90.2 million
- FY13 Guidance: 22-25% revenue growth in constant currency

	Q4 FY12 (INR mn)	Y-o-Y change (%)	Q-o-Q change (%)	FY12 (INR mn)	Y-o-Y change (%)
Total Revenue	1,927	28.8%	4.3%	7,037	40.6%
EBITDA	359	26.1%	-11.1%	1,451	40.5%
Net Profit	225	10.3%	5.8%	856	22.3%
Diluted Earnings Per Share (INR)	1.88	10.2%	5.8%	7.13	22.3%

FISCAL YEAR ENDED MARCH 31, 2012

TAKE Solutions' consolidated revenue for the twelve months ended March 31, 2012 was INR 7,037 million, an increase of 40.6% over FY11, while total income, including other income, increased 42.0% to INR 7,188 million.

Operating Earnings Before Interest, Tax, Depreciation and Amortization (EBITDA) was INR 1,451 million up 40.5% y-o-y. EBITDA margin remained stable during the year at 20.6%.

Net profit for the year was INR 856 million, a 22.3% increase over FY 2011. The EPS for the period was INR 7.13.

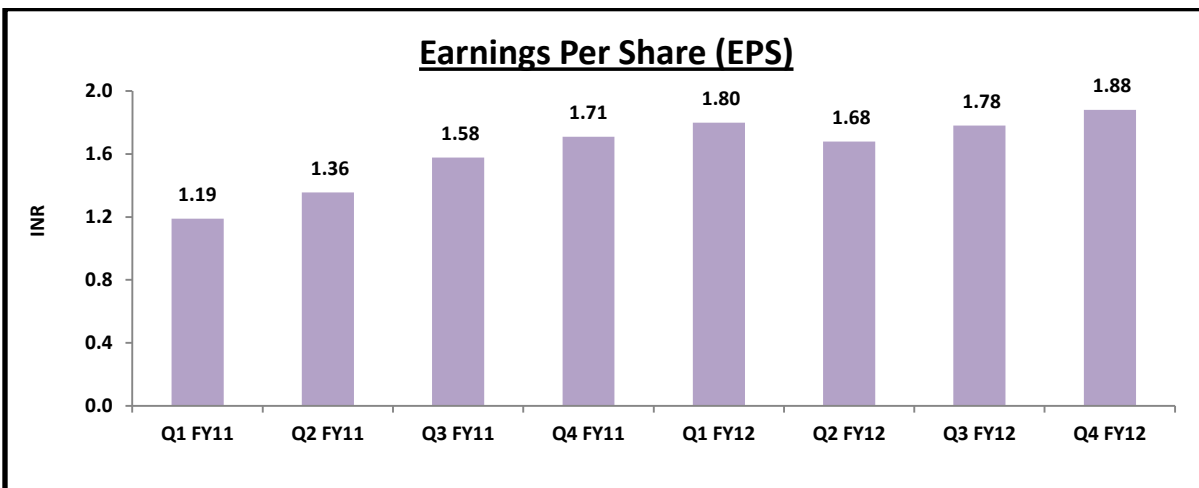
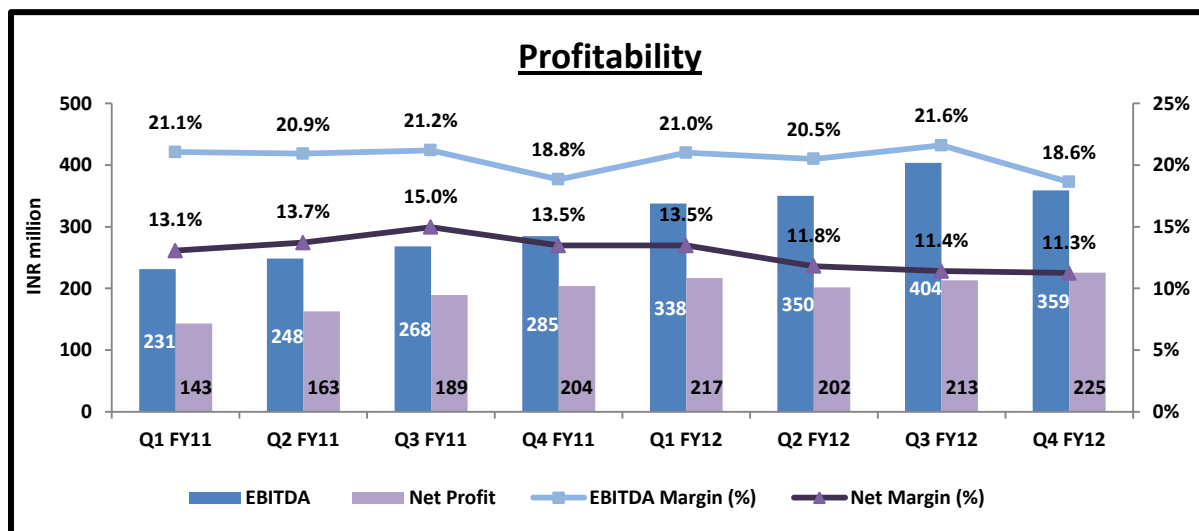
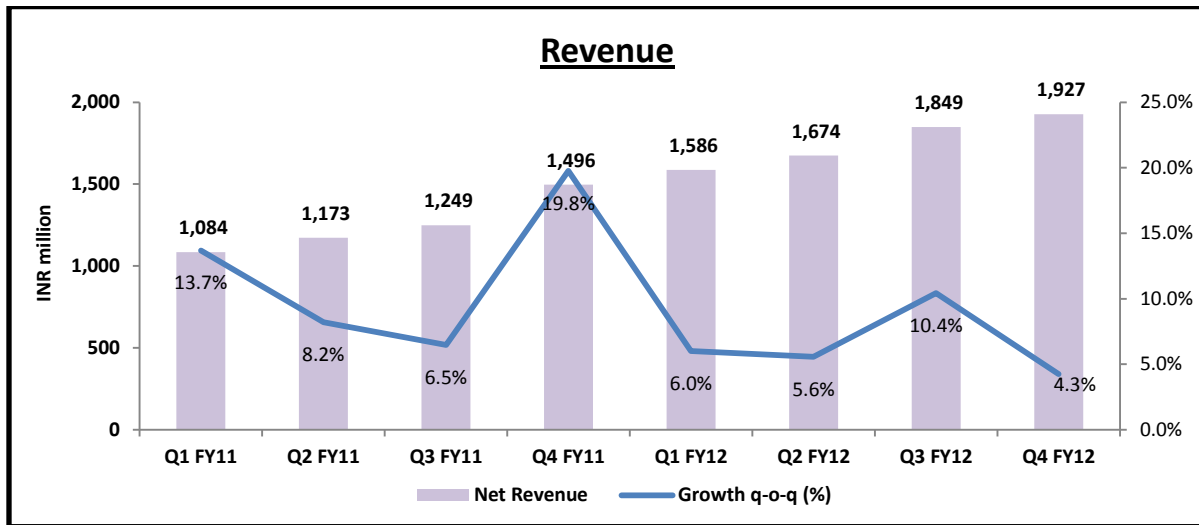
THREE MONTHS ENDED MARCH 31, 2012

For the three months ended March 31, 2012, consolidated revenue was INR 1,927 million, a growth of 28.8% y-o-y and 4.3% q-o-q. EBITDA was INR 359 million up 26.1% y-o-y. Net Profit during the quarter was INR 225 million, a 5.8% increase over Q3 FY12 and 10.3% over Q4 FY11. The EPS for the period was INR 1.88.

DIVIDEND

The Board of Directors has recommended a dividend of 100% per equity share (Re 1.00 per share) for fiscal 2012. The payment is subject to approval of the shareholders in the ensuing Annual General Meeting of the Company.

GROWTH TRENDS



BUSINESS OVERVIEW AND MAJOR CLIENT WINS DURING Q4 FY12

- Our focus and steady investments in people, process, and technology within the Clinical, Regulatory, and Safety functional areas of Life Sciences enabled us to win a significant multi-year project with a global pharmaceutical major in Q4 FY12.
 - Competing against large players, TAKE won this project because of our deep and broad domain expertise, our regulatory compliant and scalable infrastructure in Chennai, our best practices, people, and our flexibility to work with the pharmaceutical major as a true partner
 - The project is currently being executed out of our facilities in Chennai and we are steadily ramping up to be the vendor of choice for a multitude of functional and domain oriented services for this pharmaceutical major across multiple geographies
- Having secured market leadership and dominance within the regulatory operations technology space for Indian pharmaceutical companies, TAKE is avidly eyeing the developments in the Middle East region. With our local presence in several ME countries including Saudi Arabia, Oman, and UAE, and the local regulatory authorities having mandated a timeline for electronic submissions of dossiers, TAKE is uniquely poised with its PharmaReady software to address the needs.
- Europe has started showing some signs of recovery for our LS business. However, it will be premature to come to a conclusion. We are keeping a close watch on the developments in the region.
- Our solution footprint has expanded to now include content management solutions, mobility, and social media based solutions for the regulated life sciences industry.
- In Europe, we have won a project to support the integration of two top pharmaceutical companies. They have mobilized a team with both EU and US consultants to support this project that will define and plan the full integration and globalization of the legacy of both companies PV functions. This project, which we expect will lead to a longer-term implementation support, is testament to our strong delivery record and relationships across the businesses.
- The TAKE SCM software product portfolio has been enhanced to add track and trace software for life sciences customers who have invested in SAP. We continue to remain ERP agnostic and our solutions work seamlessly in hybrid environments.
- In US, we bagged a new project from a global biotechnology company, which is an existing client, for Advanced Shipping Notifications. It validates our Supply Chain and Oracle expertise, which is highly valued by our clients. It also is opening avenues for cross selling between of LS and SCM businesses.
- We continue to participate in specific thought leadership forums on a global basis and continue to deliver value to customers and prospects through informative and domain rich webinars.

AWARDS and RECOGNITION

- TAKE features in the 11th annual listing of the ***“Supply & Demand Chain Executive 100 of the Supply & Demand Chain Executive Magazine”***. The executive's user manual for successful supply and demand chain transformation, highlighting "100 Great Supply Chain Projects," and TAKE Solutions has once again been selected by the magazine for the prestigious list. TAKE is recognized for helping Midmark Corp., a leading medical equipment company enabled with enterprise mobility, control and visibility of warehouse pick-confirm through mobile data collection and workflow automation. Last year, TAKE Solutions was recognized in the sourcing/procurement category for helping, Baker Hughes, Inc., a leading oil and field services Company enable end-to-end agility, control and visibility of procure-to-pay (P2P) processes through online supplier integration.
- TAKE Solutions' customer, Midmark Corporation, was recognized with a 2012 Manufacturing Leadership 100 (ML100) Award in the Global Value Chain category for using TAKE's Gemini Series® Enterprise Mobility Solution to accomplish quantifiable project achievements. According to Midmark, *“TAKE Solutions Gemini Series enterprise mobility solutions have provided us with a foundation to establish a disciplined mobility practice across manufacturing floor operations,”* said Nikki Lange, project manager, Midmark Corporation. *“Leveraging TAKE's mobility portfolio with our existing ERP system, we have been able to meet the need of floor operations and give them the full ability to use handheld scanners to collect data, gain inventory access and perform transactions such as accurate label printing, all in real-time. We've resolved the primary concern of shipping incorrect quantity or parts to customers worldwide by 75 percent within a month of implementation.*
- TAKE received the Corporate award for “Significant Contribution to SCM field” at the Spectrum Conference 2012, organised by Indian Institute of Materials Management (IIMM), Chennai.

OUTLOOK AND GUIDANCE

While it remains difficult to forecast the global economy, we are well positioned for a healthy FY13 and beyond. We remain focused on aggressively expanding our product portfolio and building the infrastructure to drive and support our growth, while being disciplined in the management of operating expenses in order to maintain a healthy level of profitability. Given the recurring nature of our business and our demonstrated success, we expect these investments to pay dividends and drive shareholder value for the future.

We have ended FY12 with a strong order book and pipeline and we are confident of growing above industry growth rate in FY13. We expect revenues to grow in the range of 22-25% (constant currency bases) in FY13.

OPERATING MATRIX

Revenue		
	FY12	FY11
INR MN	7,037	5,003
Y-o-Y growth (%)	41%	42%
Q-o-Q growth (%)	-	

Revenue by Vertical		
%	FY12	FY11
LS	51%	47%
SCM	44%	49%
Others	5%	4%
Total	100%	100%

Revenue by Geography		
%	FY12	FY11
US	63%	65%
AsiaPac	31%	33%
RoW*	6%	2%
Total	100%	100%

*Rest of World

Revenue by Category		
%	FY12	FY11
Product License & Related activities	23%	22%
Business Services	65%	59%
AMC*	10%	11%
Others	2%	8%
Total	100%	100%

* Annual Maintenance Contract

Key Balance Sheet Figures		
<i>Figures in INR mn except mentioned</i>	FY12	FY11
Book Value per share (INR)	32	23
Net Worth	3,796	2,819
Debt	1,452	1,558
Cash & Cash Equivalents	1,097	966
DSO (days)	88	93
Net D/E (x)	0.1	0.2

Revenue Concentration		
%	FY12	FY11
Top 5 Clients	22.20%	21.10%
Top 10 Clients	30.70%	29.80%

Order Book		
<i>USD million</i>	FY12	FY11
LS	49.6	40.5
SCM	40.6	30.3
Total	90.2	70.8

Revenue Dollar Rates		
<i>USD/INR</i>	FY12	FY11
Period Closing Rate	52.08	45.4
Period Average Rate	48.53	45.9

CONSOLIDATED PROFIT AND LOSS ACCOUNT FOR THE QUARTER AND YEAR
ENDED MARCH 31, 2012

<i>Figures in INR million</i>	Quarter ended Mar 31, 2012	Q-o-Q Growth	Y-o-Y Growth	Year ended Mar 31, 2012	Y-o-Y Growth
Income From Operations	1,927	4.3%	28.8%	7,037	40.6%
Cost of Sales	1,155	3.6%	20.0%	4,269	39.1%
Other Expenses	414	25.3%	65.9%	1,317	46.2%
	1,568	8.5%	29.5%	5,586	40.7%
EBITDA	359	-11.1%	26.1%	1,451	40.5%
Product Development Expenses Written off	53	0.3%	398.1%	188	11.9%
Depreciation	28	47.6%	91.4%	79	66.7%
Profit before Interest & Tax	278	-16.2%	7.1%	1,184	44.9%
Finance Charges	71	83.2%	84.8%	183	143.9%
Other Income	76	323.2%	361.4%	151	161.2%
Profit before Tax	283	-9.1%	19.1%	1,153	44.0%
Tax	22	-70.3%	38.2%	211	225.1%
Profit before Minority interest	261	10.0%	17.7%	942	28.0%
Minority interest	35	47.3%	106.5%	86	138.3%
Net Profit	225	5.8%	10.3%	856	22.3%
Basic Earnings Per Share (INR)	1.88	5.6%	10.2%	7.13	22.3%
Diluted Earnings Per Share (INR)	1.88	5.6%	10.2%	7.13	22.3%

Earnings Call Invite

The company will conduct a conference call for investors and analysts on **Saturday, May 26, 2012 at 12.00 noon Indian Standard Time (IST)**, where the senior management will discuss the company's performance and conduct a question and answer session.

The conference call details are as below:

Conference Access Numbers:

Primary number +91 22 6629 0301

Secondary number +91 22 3065 0122

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)

Participants are requested to dial-in 10 minutes in advance.

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 suite includes 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 by IDC's MarketScape Worldwide Life Sciences R&D IT Outsourcing for 2011. 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

Ashwin Chhugani / Mayank Vaswani

Citigate Dewe Rogerson

Tel: +91 – 22 – 6645 1250 / 30

ashwin@cdr-india.com / mayank@cdr-india.com