As a Life Sciences company actively engaged in R&D, we have been reclassified under the Pharmaceuticals Industry on both the BSE and NSE.
Steady growth across all verticals with **Significant Wins** in major segments

2 Of The Top 5 Pharma companies have renewed Long Term Multi-million Dollar contracts till 2022

**Business Highlights**

- **Significant Traction** with multiple wins in the Mid-sized Pharma Space
- Clinical Business Is Our Fundamental Growth Driver while Regulatory and PV businesses remain stable
- BA/BE Continues to be Attractive, with our Chennai facility operating at Near Full Capacity!
## Operational Updates

The results of the EU restructuring are beginning to show in an **Increased Operational Efficiency**

<table>
<thead>
<tr>
<th>Audits/Inspections for the current quarter</th>
</tr>
</thead>
<tbody>
<tr>
<td>2 Regulatory Inspections by Austrian Authority and US FDA</td>
</tr>
<tr>
<td>26 Customer Audits for both existing &amp; new business</td>
</tr>
<tr>
<td>No Critical Findings during the audits/inspections</td>
</tr>
</tbody>
</table>
Everest Group PEAK Matrix

Life Sciences Clinical Trials Products PEAK Matrix Assessment 2019

TAKE’s key brand
Navitas Life Sciences is recognized as a Major Contender within 3 years of launching as a full-service Clinical Research Organization

1 PEAK Matrix specific to clinical trials software products for life sciences firms
2 Assessment for Bioclinica, ERT, IBM, IQVIA, Navitas Life Sciences, Parexel Informatics, Veeva Systems, Bio-optimics, Castor EDC, DATATRAK, DSG, and MedNet Solutions excludes vendor inputs and is based on Everest Group’s proprietary Transaction Intelligence (TI) database, vendor public disclosures, and Everest Group’s interactions with buyers
M&A Updates

The Post-Merger Integration for both acquisitions are On-track and Progressing As Per Plan

DataCeutics (Navitas Data Sciences)

- Combined BD efforts have resulted in significant revenue growth within a short time of 3 months
- Offshoring Model slated to be operational by Q3 FY20

KAI Research

- Significant Increase in business development activity and RFP participation in the US
- Stable Revenues for the quarter

Impact

Management bandwidth in US is significantly expanded

Strong momentum in GTM initiatives

Combined capabilities have resulted in significant wins
Quarterly Performance

Operating Revenue (INR Millions)

<table>
<thead>
<tr>
<th>Quarter</th>
<th>Y-o-Y Growth (%)</th>
<th>Q-o-Q Growth (%)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Q1 FY19</td>
<td>9.14 %</td>
<td>24.64 %</td>
</tr>
<tr>
<td>Q4 FY19</td>
<td>24.64 %</td>
<td>9.14 %</td>
</tr>
<tr>
<td>Q1 FY20</td>
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Operating EBITDA (INR Millions)

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<th>Q-o-Q Growth (%)</th>
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<tr>
<td>Q1 FY19</td>
<td>17.51 %</td>
<td>35.14 %</td>
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<tr>
<td>Q4 FY19</td>
<td>35.14 %</td>
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<tbody>
<tr>
<td>Q1 FY19</td>
<td>13.17 %</td>
<td>35.72 %</td>
</tr>
<tr>
<td>Q4 FY19</td>
<td>35.72 %</td>
<td>13.17 %</td>
</tr>
<tr>
<td>Q1 FY20</td>
<td>13.17 %</td>
<td>35.72 %</td>
</tr>
</tbody>
</table>

Dollar Rates:
- Q1 FY20: 69.67 (Period Average Rate), 69.08 (Period Closing Rate)
- Q1 FY19: 67.06 (Period Average Rate), 68.55 (Period Closing Rate)
**Quarterly Profitability**

**Q1 FY20 - PBT (INR)**  
INR 551.17 Mn

- Q1 FY20: 551.17
- Q4 FY19 (Adj): 531.20
- Q1 FY19: 634.27

**Quarterly Profitability**

**Q1 FY20 - PBT (USD)**  
USD 7.92 Mn

- Q1 FY20: 7.92
- Q4 FY19 (Adj): 7.67
- Q1 FY19: 9.46

**Q1 FY20 - PBT Margin**  
9.44%

- Q1 FY20: 9.44%
- Q4 FY19 (Adj): 9.91%
- Q1 FY19: 13.32%

**Q1 FY20 - Tax Rate**  
16.39%

- Q1 FY20: 16.39%
- Q4 FY19 (Adj): 14.12%
- Q1 FY19: 14.60%

---

**Dollar Rates**

- **Q1 FY20**
  - Period Average Rate: 69.67
  - Period Closing Rate: 69.08
- **Q1 FY19**
  - Period Average Rate: 67.06
  - Period Closing Rate: 68.55
## Financial Growth

**Delivering Growth with Healthy Margins**

<table>
<thead>
<tr>
<th></th>
<th>FY16</th>
<th>FY17</th>
<th>FY18</th>
<th>FY19</th>
<th>Q1 FY20</th>
</tr>
</thead>
<tbody>
<tr>
<td>Operating Revenue</td>
<td>10,301</td>
<td>13,446</td>
<td>15,872</td>
<td>20,390</td>
<td>5,827</td>
</tr>
<tr>
<td>Operating EBITDA</td>
<td>2,133</td>
<td>2,622</td>
<td>3,065</td>
<td>4,172</td>
<td>1,096</td>
</tr>
</tbody>
</table>

### Operating Revenue and EBITDA in INR Millions

- **FY16:** 10,301 INR
- **FY17:** 13,446 INR
- **FY18:** 15,872 INR
- **FY19:** 20,390 INR
- **Q1 FY20:** 5,827 INR

### Operating EBITDA Margins

- **FY16:** 20.7%
- **FY17:** 19.5%
- **FY18:** 19.3%
- **FY19:** 20.5%
- **Q1 FY20:** 18.8%
Revenue Composition

Moving towards 100% from Life Sciences!
(Q1 FY16 - Q1 FY20)

Revenue from Life Sciences has grown at 7.63% CQGR as compared to the overall growth in revenue of 6.02% CQGR.
TAKE has widened its business in the AMERICAS, while sustaining its APAC operations.

All values in INR Millions

Copyright TAKE Solutions Limited 2019
Diversifying Customer Base

Reduced dependency on Top Customers

A **Widened Customer Base**, due to increased market penetration with the **Small & Medium Size Players**, has **Reduced Dependence On Our Customers** without losing any large accounts.
TAKE’s DSO Days is in line with the industry standards

All Data is based on latest published information

Copyright TAKE Solutions Limited 2019
An emerging trend we are witnessing is customers across segments and geographies renegotiating payment periods in order to address the current market environment. This has resulted in our DSO days going up as compared to last year. However, we are still able to get payments well before some of our customers average DPO days.
Shareholding Pattern

As on June 30th, 2019

Top Institutional Investors

<table>
<thead>
<tr>
<th>Investor Name</th>
<th>No of Shares held</th>
<th>%</th>
</tr>
</thead>
<tbody>
<tr>
<td>First State Investments</td>
<td>2,833,153</td>
<td>1.92%</td>
</tr>
<tr>
<td>Schroder International</td>
<td>1,992,834</td>
<td>1.35%</td>
</tr>
<tr>
<td>TKP Investments BV</td>
<td>1,796,726</td>
<td>1.21%</td>
</tr>
</tbody>
</table>

16,857,642 shares held by FIIs
TAKE is a full-service Clinical Research Organization With Global Capabilities!

**Who Are We?**

**USA HQ:** Princeton, NJ

**LATAM Delivery Centre:** Bogota, Columbia
Regulatory & Safety support across 9+ countries in region

**Europe HQ:** Germany
Major trial operations center in Germany and sites through Europe Specialists in UK, Sweden, Germany, Poland, Denmark, Russia and other locations

**APAC HQ:** Chennai, India
Clinical Operations (Incl. Generics) in Bangalore, Chennai, Mangalore and Manipal Regulatory & Safety/PV operations hub in Chennai

- 20 offices across 12 countries
- Multi-country Multi-site Clinical Trial Capability
  - 7500+ sites
  - 120000+ patients
  - 25,000 volunteers
  - 20+ therapeutic areas
- 3 Clinical Pharmacology Units for Bioavailability Studies
- 2 Bioanalytical Laboratories
- 2 ISO27001 Compliant Datacenters
## What do We Do?

**We support clients throughout the Drug Development & Beyond**

### Consulting

- Strategic Consulting Including ICH E6 Assessment & Implementation

### Services

- Full-service Clinical Trials (P1-4) Design, Conduct, Monitoring & Project Management
- Non-Interventional Studies
- Biologics & Biosimilars
- BA/BE Studies
- Functional Services - Clinical Data Services (including Clinical Data Management, Biostatistics & Programming, Data Standardization, and Medical Writing)

### Clinical

- End-to-End Services
- Product Lifecycle Management
- Submissions & Publishing Management
- Chemistry, Manufacturing and Controls (CMC) Management
- Labeling & Artwork Management

### Regulatory

- End-to-End PV Outsourcing
- Medical Writing

### Safety

- PV Oversight
- PV Optimization
- Medical Governance
Our Results speak for themselves

Why Us?

- 400+ Clinical Trials
- 1000+ Bioequivalence Studies
- 260+ Bioanalytical Methods Developed
- 150,000+ Regulatory Submissions
- 300+ Safety Consulting Engagements
- 40+ Successful GCP & Non-GCP Audits
- 120+ Companies are Members of NETS

Conducted Clinical Trials for the 1st Stem Cell Product in the Indian Market

Conducted 8% of All Biosimilars Trials in India in 2018

Submitted 6% of Total Regulatory Submissions to USFDA 2012-2018
Earnings Conference Call Represented By

Srinivasan H.R.
Vice Chairman and Managing Director

Ram Yeleswarapu
President and CEO

Subhasri Sriram
Executive Director and CFO

The teleconference will be moderated by
Sriraam Rathi, ICICI Securities Limited

Conference Call Details
Time: 4:00 pm (IST) | Date: August 8, 2019  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.
Universal Access Number: +91 22 6280 1144 / +91 22 7115 8045
Local Access Number: +91 70 4567 1221 (Available all over India)
International Dial In (Toll Free)
Hong Kong: 800 964 448  Singapore: 800 101 2045
UK: 080 8101 1573  USA: 186 6746 2133
International Dial In (Toll)
Hong Kong: 85 230 186 877  Singapore: 65 3157 5746
UK: 44 203 478 5524  USA: 132 3386 8721
THANK YOU

www.takesolutions.com

For more details, please contact:

investorrelations@takesolutions.com