


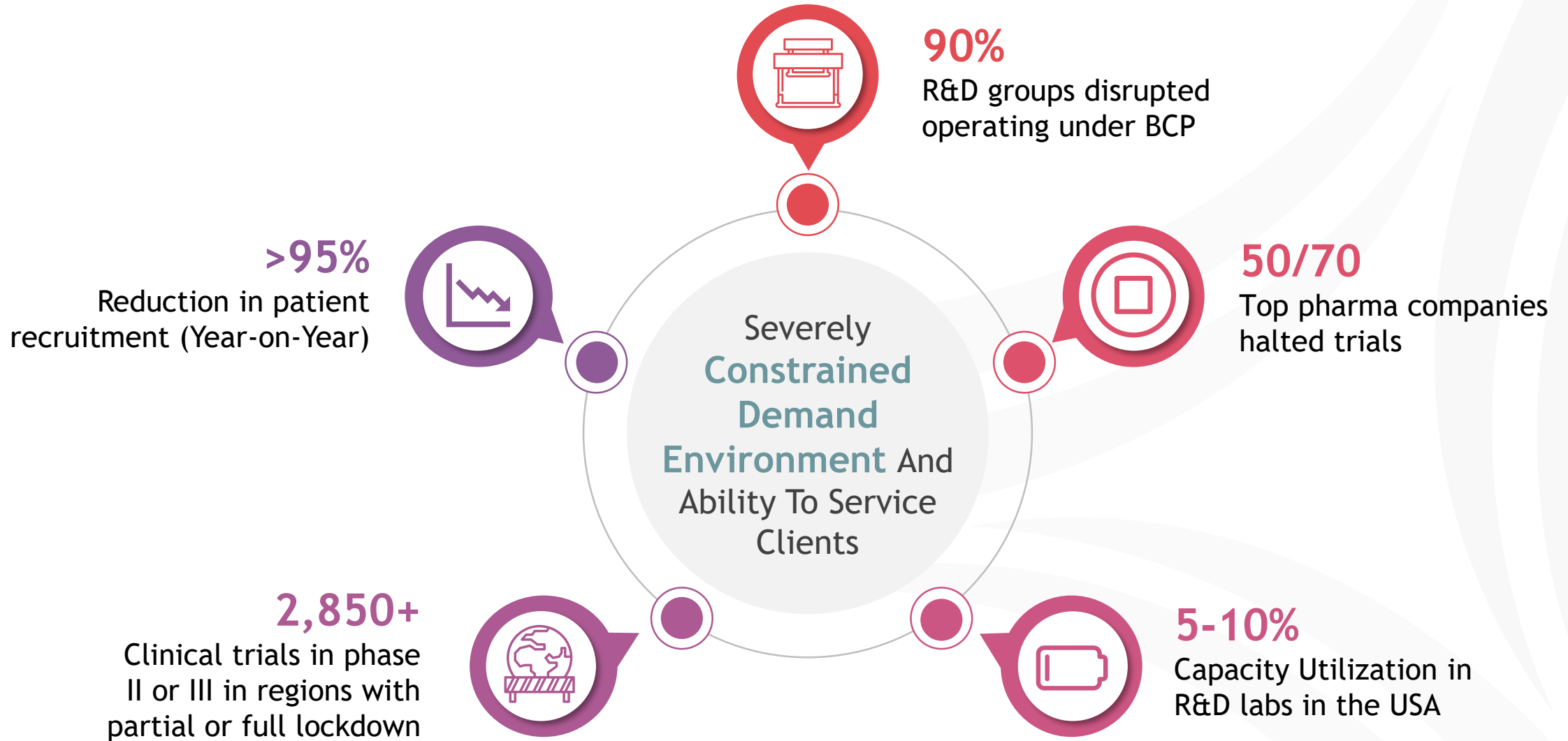
Earnings Release

Quarter Ended June 30, 2020



INSPIRED BY
OPPORTUNITY.
DRIVEN BY
KNOWLEDGE.

COVID-19 Impact - On the Industry



Source: McKinsey "COVID-19 implications for life sciences R&D: Recovery and the next normal"- May 2020

COVID-19 Impact - On TAKE Solutions

LIFE SCIENCES

SUPPLY CHAIN MANAGEMENT

CLINICAL

REGULATORY & SAFETY

COVID-19 impact

- 10-15% capacity utilisation
- 18 trials disrupted in US and 11 trials disrupted in APAC
- BA/BE completely halted till end of May, partially reopened from June
- Travel restrictions on CRAs for visiting the trial sites continues

- Regulatory and safety business is closely correlated to clinical trials - leading to spillover disruptions
- Work from home - leading to 20% dip in efficiency
- Data management projects have also been impacted

Mitigating Actions / Current Scenario

- Proactively pursue COVID-related business opportunities
- Build dynamic capacities to support virtual execution

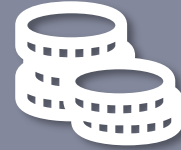
- Operational capacity trimmed down to 60 - 65% to align with revenue
- Increased focus on chasing new logos

Final stages of divestment

Priorities - *In Uncertain Times*



Protecting the health
and **WELL-BEING OF**
EMPLOYEES



Cash conservation
and **POSITIVE BOTTOM**
LINE



Progressively
DELEVERAGING
over the next 24
months

Improving liquidity by
DIVESTING businesses
which are not sufficiently
profitable/cash generating

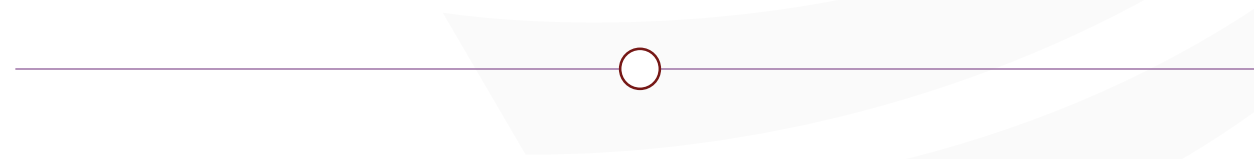


Focusing on operating
efficiencies through
COST RATIONALISATION



Divestment of Supply Chain Management

Inline with our strategic objective of **Exiting The Supply Chain Management Business**, we are in the final stages of accepting an attractive management buyout offer for APA Engineering



Minority Shareholders have offered to buy our stake at
INR 17.40 crores

Closure Of EU Operations

1



TAKE's foray into EU has been checkered with **management and macro environment challenges**, since its acquisition

2



The first round of EU restructuring was completed in FY 2018-19, with **significant restructuring costs**

3



The strain imposed by the COVID 19 pandemic was quite severe in the EU region, and led to **serious business continuity challenges**

4



Based on prior experience in restructuring and available legal advice, exiting EU was the **most optimal & prudent course of action**

Provisioning of **INR 1566.23 Mn (USD 20.7 Mn)** in Q1 FY21

~~UNCERTAIN.~~
Sure to
REBOUND.



RE **SET**
THINK
STRATEGIES

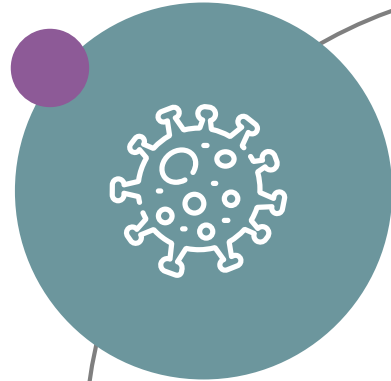
&

Chart out a
Rebound Journey

Business Highlights - On The Path To Recovery

6 COVID TRIALS WON

(5 in India and 1 in the Middle East) and shortlisted for a US Trial



SIGNIFICANT RENEWAL

A top 5 pharmaceutical renewed a **USD 5 Million** contract



LARGE WINS

3 contracts won
Value >2 Million USD each

3 contracts won
Value >1 Million USD each



PARTNERSHIPS FORMALIZED

for providing analytical solutions in Regulatory Intel and Literature Monitoring and automation of Pharmacovigilance

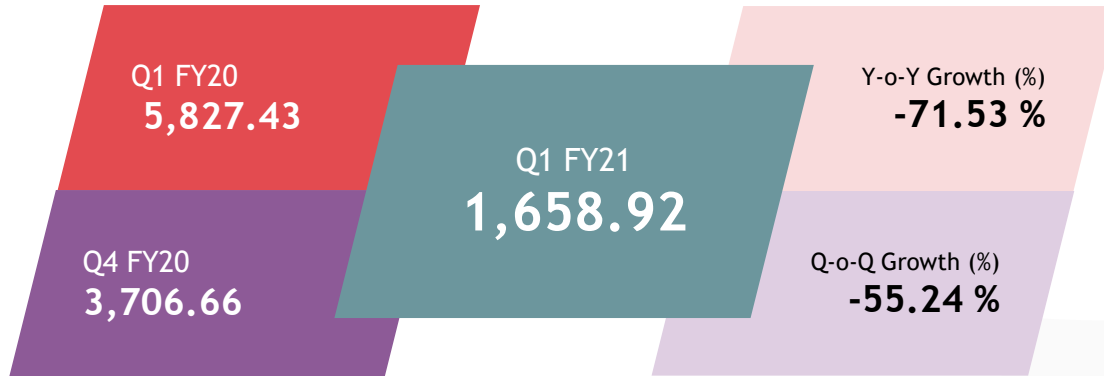


Quarterly Performance



Q1 FY20	Q4 FY20	Q1 FY21
69.67 Period Average Rate	70.94 Period Average Rate	75.56 Period Average Rate
69.08 Period Closing Rate	74.88 Period Closing Rate	75.36 Period Closing Rate

Operating Revenue (INR Millions)



Operating Revenue (USD Millions)



Operating EBITDA (INR Millions)



Operating EBITDA (USD Millions)



The COVID pandemic significantly reduced our revenue. Cost rationalization helped slow down the decline in EBITDA, but it was offset by the one-time provision (INR 1566.23 Mn) for the loss incurred in EU

Quarterly Profitability



Q1 FY20
69.67 Period Average Rate
69.08 Period Closing Rate

Q4 FY20
70.94 Period Average Rate
74.88 Period Closing Rate

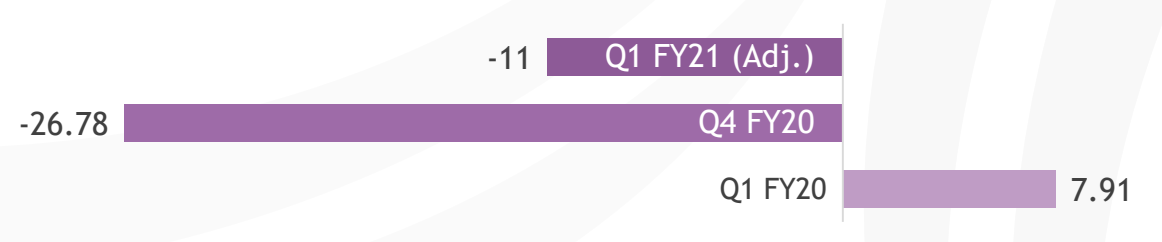
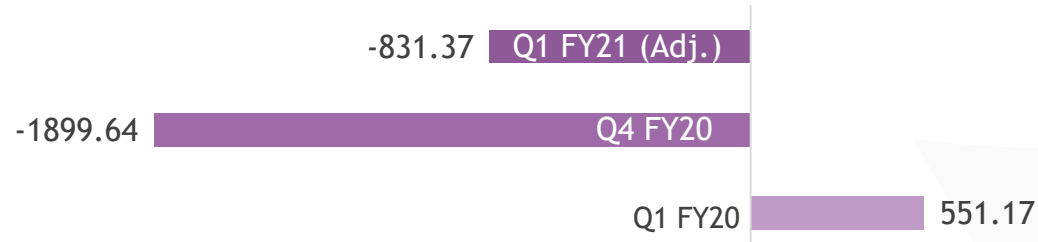
Q1 FY21
75.56 Period Average Rate
75.36 Period Closing Rate

Q1 FY21 - PBT (Adj.)
INR -831.37 Mn

↑ 56.24%
Q-o-Q

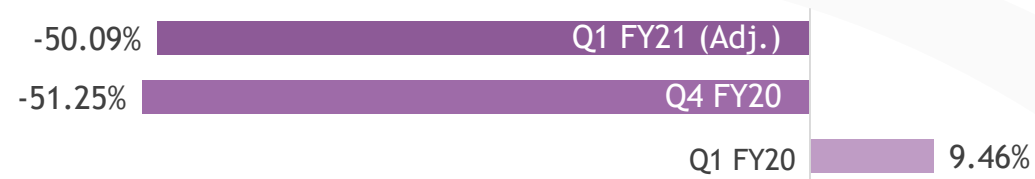
Q1 FY21- PBT (Adj.)
USD -11.00 Mn

↑ 58.91%
Q-o-Q

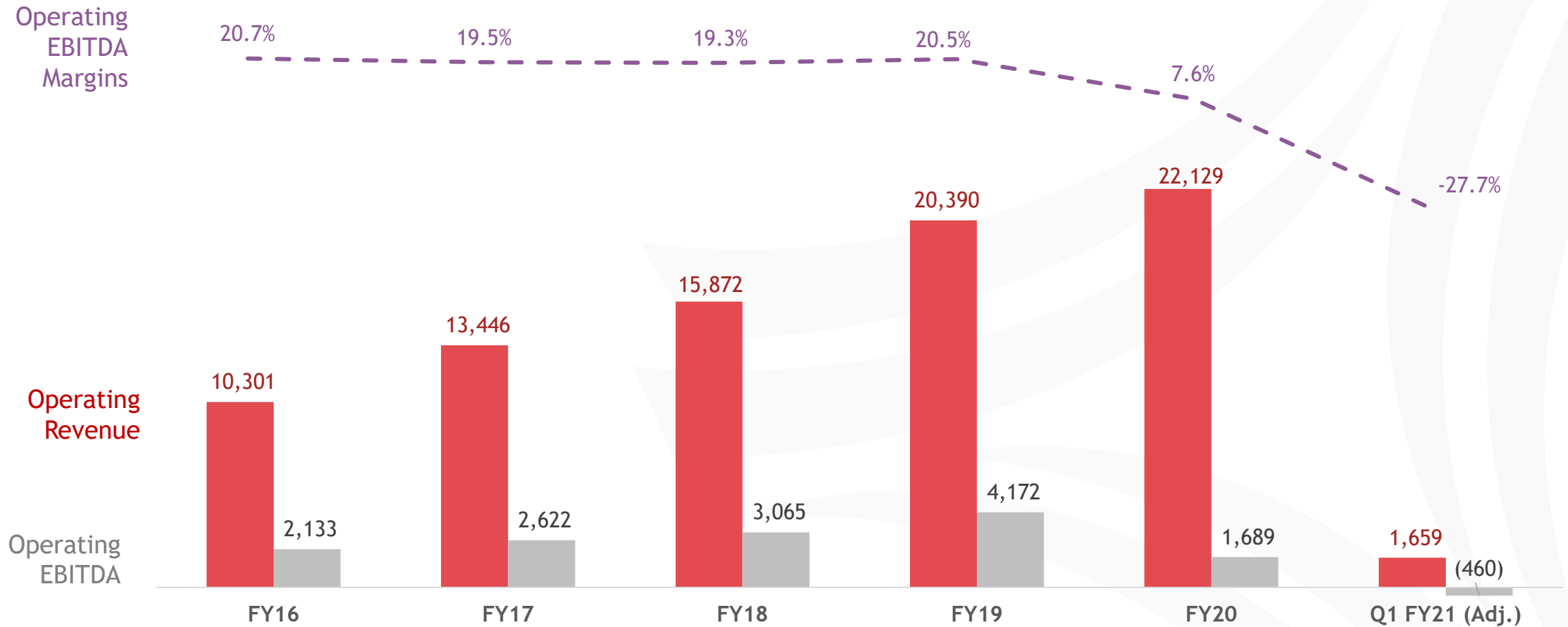


Q1 FY21 - PBT Margin (Adj.)
-50.09%

↑ 2.27%
Q-o-Q



Financial Growth



Operating Revenue and EBITDA in INR Millions

Earnings Conference Call Represented By

Srinivasan H.R.
Vice Chairman and
Managing Director

Shobana N.S
Executive
Director

Lalit Mahapatra
Chief Financial
Officer

Dr Ayaaz Hussain Khan
Global Head,
Generics

Sowmya Kaur
Clinical Head
for APAC


Conference Call Details

Time: 16:00 (IST) | Date: September 15th, 2020 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 1443 / +91 22 7115 8338
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

TAKE Solutions

www.takesolutions.com



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