



ALL HANDS ON DECK

Q1 FY22 Earnings Release

Quarter Ended
June 30, 2021

Business Highlights



6 NEW LOGOS
added to our clientele



3 COVID 19 Trial Wins in the Quarter



Significant Opportunities in pipeline -
15 multi-million dollar deals



Multiple Wins amongst SME and Specialty pharma

Quarterly Performance



Dollar Rates

Q1 FY22	73.84
Period Average Rate	
Q4 FY21	74.35
Period Closing Rate	

Q1 FY21	75.56
Period Average Rate	
Q4 FY21	73.37
Period Closing Rate	

Q1 FY21	75.56
Period Average Rate	
Q4 FY21	73.37
Period Closing Rate	

Total Revenue (INR Millions)



Total Revenue (USD Millions)



EBITDA (INR Millions)

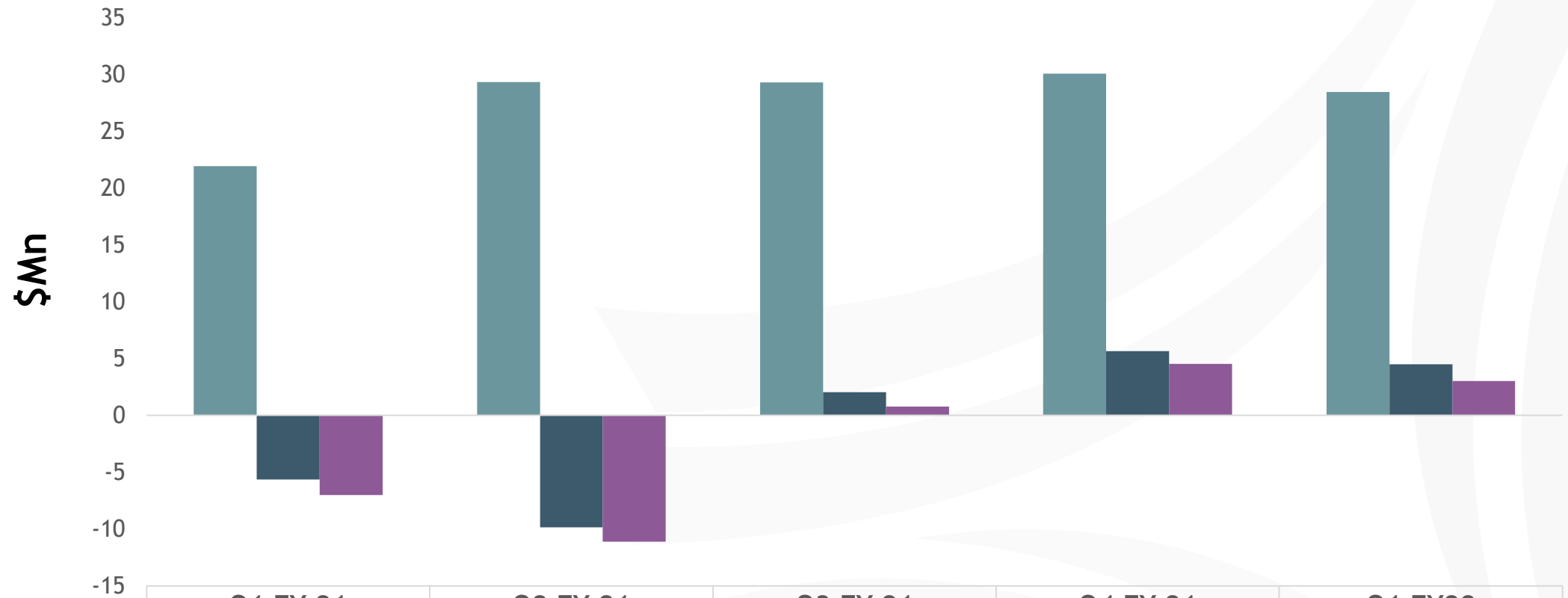


EBITDA (USD Millions)



Moderate impact of COVID 2nd wave

Focus on Cash Profitability - Yielding Desired Results



	Q1 FY 21	Q2 FY 21	Q3 FY 21	Q4 FY 21	Q1 FY 22
■ Revenue	21.96	29.34	29.31	30.09	28.47
■ EBITDA	-5.64	-9.85	2.05	5.68	4.49
■ Op. Cash Profit	-6.99	-11.12	0.78	4.54	3.04

Quarterly Profitability



Q1 FY22
73.84
Period Average Rate
74.35
Period Closing Rate

Q4 FY21
74.19
Period Average Rate
73.37
Period Closing Rate

Q1 FY21
75.56
Period Average Rate
75.36
Period Closing Rate

Q1 FY22 - PBT (Adj.)
INR -25.12 Mn

↑ 137.00%
 Q-o-Q

Q1 FY22- PBT (Adj.)
USD -0.34 Mn

↑ 148.63%
 Q-o-Q



Q1 FY22 - PBT Margin (Adj.)
-1.20%

↑ 151.67%
 Q-o-Q



Profit & Loss account

All figures in USD Mn

Particulars	Q1 FY 22	Q1 FY21	Q4 FY 21
Revenue from Operations	28.3	22.0	30.1
Other Income	0.3	0.4	(0.2)
Total Income	28.7	22.4	29.9
Expenses			
Cost of Revenue	8.2	6.9	6.7
Employee benefits expenses	12.6	17.0	12.4
Finance Costs	1.5	1.3	1.1
Depreciation and amortisation	3.4	4.0	3.8
Other Expenses	3.3	4.1	5.1
Total Expenses	29.2	33.4	29.2
Profit / (Loss) before before exceptional items and tax	(0.3)	(11.0)	0.7
Exceptional Items	-	20.7	9.6
Profit / (Loss) before before tax	(0.3)	(31.7)	(8.9)
Tax Expense	0.1	0.2	0.9
Profit / (Loss) for the year	(0.4)	(31.9)	(9.8)

Strategic Partnership with HIG Capital



HIG will acquire a majority stake in the Navitas brand

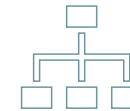
Navitas brand addresses the business side of biopharma R&D

HIG will pay TSL a consideration of **USD 101.63 Mn** for a **75% stake**



Deal Structure

USD 91.63 Mn in Cash
&
USD 10 Mn in Seller Notes
carrying PIK interest @ 6% p.a.



Broad Contours of the Navitas asset

- Navitas consists of business/entities across multiple geographies
- This necessitates internal restructuring before consummation of transaction

Partnership with HIG Capital:



Completely **Deleverage TAKE**

TSL becomes zero debt company with adequate cash on Balance Sheet



4-5x Potential Returns on residual stake

Opportunity to monetize USD 120-150 Mn additionally basis HIG track record



Strong Cash Position

To grow TSL business in non conflicted (with Navitas asset) relevant adjacencies and explore opportunity to diversify

Earnings Conference Call Represented By

Srinivasan H.R.

Vice Chairman and Managing Director

Shobana N.S

Executive Director

Lalit Mahapatra

Chief Financial Officer

Conference Details

Time: 16:00 (IST) | Date: August 13th, 2021, Please join the call
at least 5-10 minutes prior to the conference schedule to ensure that you are connected to the call-in time.

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Call Co-ordinator:

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THANK YOU

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