

Earnings Release for the Quarter ended June 30, 2015

Chennai, India – Friday, August 07, 2015: TAKE Solutions Ltd. [BSE: 532890 | NSE: TAKE], a leading global business technology company with domain expertise in Life Sciences (LS) and Supply Chain Management (SCM), today reported its consolidated financial results for the quarter ended June 30, 2015.

FINANCIAL HIGHLIGHTS FOR THE QUARTER ENDED JUNE 30, 2015

- *In INR, total revenue (incl. other income) was INR 2,471 million, an increase of 51.5% y-o-y and 13.2% q-o-q*
- *In USD, total revenue was USD 38.9 million, an increase of 42.8% y-o-y and 11.1% q-o-q*
- *EBITDA at INR 666 million; up 102.9% y-o-y and 33.6% q-o-q*
- *EBITDA margin @ 27.0%, up 683 bps y-o-y and 412 bps q-o-q*
- *Net profit at INR 395 million, up 203.8% y-o-y and 45.8% q-o-q*
- *EPS at INR 3.29*

HIGHLIGHTS

- During the quarter, we divested our stake in a JV in the US, which resulted in higher other income. Adjusting for the gain on sale of our stake,
 - Adjusted total revenue in rupees was INR 2,291 mn, growth of 40.5% y-o-y and 4.9% q-o-q
 - In USD, adjusted total revenue was USD 36.1 million, an increase of 32.2% y-o-y and 2.9% q-o-q
 - Adjusted EBITDA was INR 487, an increase of 48.2% y-o-y while declined 2.4% q-o-q
 - Adjusted EBITDA Margin @21.3%
- Our relationship with existing clients got stronger as we increased revenue from our top 10 clients from 29% in the last quarter to 33% in Q1 FY16. We also witnessed significant LS order book growth of 14.5% q-o-q, which came entirely from the existing clients.
- We reduced debt by INR 151 mn during the quarter.

MANAGEMENT COMMENTS

Srinivasan H.R, Vice-Chairman and Managing Director, TAKE Solutions said, “Continuing with improved performance, Q1 was another milestone in company’s history with highest quarterly revenue and operating profit. Company’s focus on core businesses and developing new & emerging technologies, continues to improve TAKE’s performance. Last quarter extended our long term vision of being a leader in Life Sciences outsourcing space and expanding into new geographies. We won a patent for our “Method for Optimizing Clinical Data Standardization”, which reduces the time

taken to standardize trial data by over 50%, and we expanded our operations in Latin America with new delivery hub in Bogotá, Colombia. The company also expanded its management bandwidth to take on new growth opportunities.”

PATENT WIN

- TAKE was awarded a patent by the United States Patent and Trademark Office (USPTO) for its “Method for Optimizing Clinical Data Standardization”. This process leverages TAKE Solutions’ Clinical Accelerators to reduce the time taken to standardize trial data by over 50% (when compared to standardization without the accelerators), thus reducing time to market.

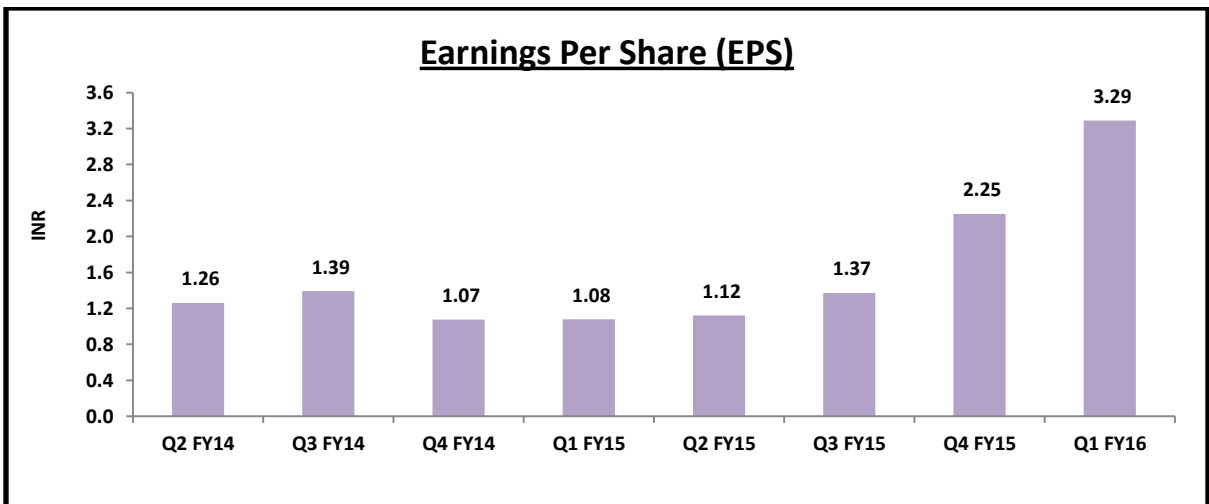
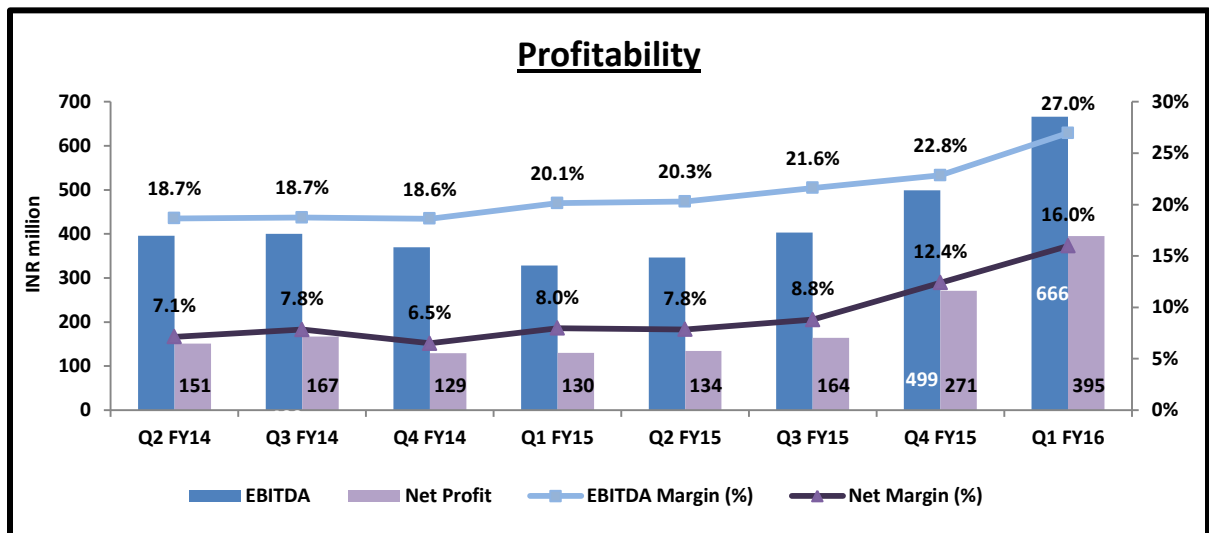
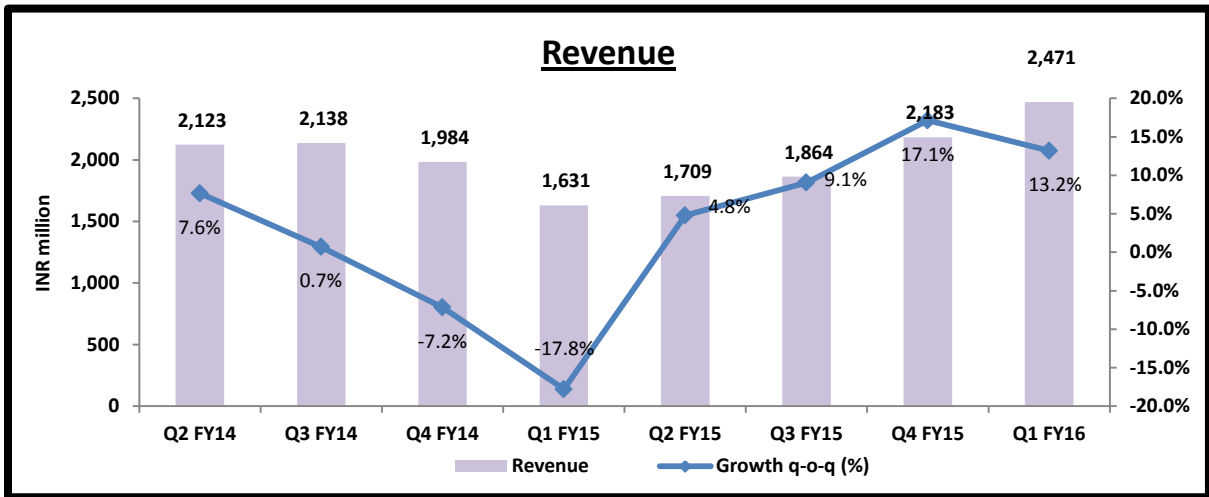
BUSINESS UPDATES

- TAKE forayed into the big data market for the Life Sciences sector, by setting up Intelent – its new US-based subsidiary, with an initial investment of USD 3 million. Intelent aims to address the USD 300 billion healthcare and life sciences market by providing clients offerings in the areas of data integration and advanced analytics. Noting the exponential growth in data volume and variety, and shortening of technology lifecycles, TAKE has set up Intelent to address the challenge of harnessing data from multiple streams to create a competitive advantage for its clients. This investment is expected to help organizations mine their mountain of data to fulfill business and operational needs along with compliance to reduce risk, accelerate timelines and boost returns.
- TAKE launched of its new Latin America hub in Bogotá, Colombia. TAKE’s expansion into Latin America will take advantage of the many benefits provided by Colombia, the third largest economy in the continent. The Latin America hub enables easy access to any Latin American client and will provide document, report and submission level publishing for simple and complex submission applications including life cycle management. TAKE also provides invaluable subject matter expertise in evolving electronic submissions standards, health authority specific guidelines and processes.
- TAKE Supply Chain announced the addition of Business Intelligence Dashboards to OneSCM®, the leading SaaS-based supply chain collaboration software solution focused on helping mid-market companies increase operating margin through better performance of extended supply chain operations. The new dashboards feature a variety of standard information and graphical reports for key performance areas such as Procurement, Shipping, and Invoicing, all delivered within the OneSCM SaaS application.
- TAKE’s RoutePro Unwired 1.0, developed in cooperation with SAP Co-Innovation Lab in Bangalore, has been certified for integration with SAP® Mobile Platform version 3.0. This configuration meets the requirements for connecting mobile application RoutePro Unwired 1.0 to SAP ERP version 6, enhancement package 6 using SAP Mobile Platform 3.0.

EVENTS

- TAKE held the latest round of **Nets** meetings, beginning from 19th May to continue up to June 10th with more than 200 industry leaders lending their expertise on the latest regulatory and safety issues faced by the Life Science industry. Key topics for this round of meetings included ‘Global pharmacovigilance, labeling, and regulatory affairs’, ‘Era of predictive safety science – new technologies and strategies to use real world data to support medical objectives’ among other subjects. ‘The Nets’ are a portfolio of 6 networks, first established in 2001. They include pvnet, pvconnect, pvtech, labelnet, rimnet, and cmonet. Each network is tailored to a specific audience based on function and interest. The 2015-16 subscription year has seen the launch of webcasts for industry professionals to hear the latest best practice. Representatives from 62 of the top 100 pharmaceutical companies participated in the meetings.
- TAKE sponsored at the CDISC Europe Interchange in Basel, Switzerland, May 4th – 8th. Georgina Wood.
- TAKE presented on “Accelerate define.xml generation using Define Ready” at the Pharma SUG Annual Conference in Orlando, May 18th.
- TAKE participated in the DIA eRegulatory and Intelligence Annual Conference from 11th – 13th May in Philadelphia. TAKE highlighted how content management is the key component to Regulatory Information Management (RIM), a key topic in the Life Science Industry.
- TAKE was the Gold Sponsor of Sparta Connection held in Florida from 8th – 11th June.

GROWTH TRENDS



OPERATING METRICS

Adjusted Revenue*			
	Q1 FY16	Q4 FY15	Q1 FY15
INR Million	2,291	2,185	1,631
Y-o-Y growth (%)	40.5%		
Q-o-Q growth (%)	4.9%		
USD Million	36.1	35.1	27.3
Y-o-Y growth (%)	32.2%		
Q-o-Q growth (%)	2.9%		

*Adjusted for gain on sale of stake in a JV in Q1 FY16

Adjusted Revenue by Vertical			
%	Q1 FY16	Q4 FY15	Q1 FY15
SCM	25.6%	26.3%	30.2%
LS	70.6%	69.9%	60.7%
Others	3.8%	3.8%	9.1%
Total	100.0%	100.0%	100.0%

Adjusted Revenue by Geography			
%	Q1 FY16	Q4 FY15	Q1 FY15
US	72.6%	71.3%	68.1%
Asia	20.0%	21.9%	24.3%
RoW*	7.4%	6.8%	7.6%
Total	100.0%	100.0%	100.0%

*Rest of World

Revenue Concentration			
%	Q1 FY16	Q4 FY15	Q1 FY15
Top 10 Clients	33.0%	29.1%	27.2%

Order Book			
USD MN	Q1 FY16	Q4 FY15	Q1 FY15
LS	57.7	50.4	44.5
SCM	18.9	18.9	17.7
Total	76.6	69.3	62.2

Balance Sheet Summary		
	Q1 FY16	FY15
Book Value per share (INR)	46.9	43.7
Net Worth (INR Mn)	6,000	5,805
Debt (INR Mn)	1,937	2,088
Cash & Cash Equivalents (INR Mn)	1,137	1,257
DSO	102	117
Net D/E (x)	0.1	0.1

Dollar Rates		
	Q1 FY16	FY15
Period Average Rate	63.48	61.18
Period Closing Rate	63.83	62.67

CONSOLIDATED PROFIT AND LOSS ACCOUNT
FOR THE QUARTER ENDED JUNE 30, 2015

	Quarter ended			Year ended
	30-Jun-15	31-Mar-15	30-Jun-14	31-Mar-15
<i>(Figures in INR mn, except EPS)</i>				
Net Sales/Income from Operations	2,286	2,151	1,615	7,304
Other Income	185	32	15	82
Total Revenue	2,471	2,183	1,631	7,387
Expenses				
Cost of Sales	1,273	1,176	913	4,093
Other Expenses	532	508	389	1,717
	1,805	1,684	1,302	5,810
Profit Before Interest, Amortization, Depreciation & Tax	666	499	328	1,577
Product Development Expenses Written off	127	90	91	393
Depreciation	67	50	54	203
Profit before Interest & Tax	472	358	183	981
Finance Charges	28	29	27	127
Profit before Tax	445	329	157	854
Tax	26	2	21	54
Profit before Minority interest	419	326	135	799
Minority interest	24	56	5	100
Net Profit	395	271	130	699
Basic Earnings Per Share (INR)	3.29	2.26	1.08	5.82
Diluted Earnings Per Share (INR)	3.29	2.25	1.08	5.82

About TAKE Solutions

TAKE Solutions, Ltd. [BSE: 532890 | NSE: TAKE], is a leading domain focused Technology Company offering services/solutions to the global market. The company provides cost-effective and comprehensive solutions for enterprises across diverse sectors including pharmaceuticals, high technology, consumer packaged goods, oil/gas, and automotive.

TAKE Solutions encompasses specialized lines of businesses under distinct brands such as **Navitas** – a pure play Life Sciences company, **TAKE Supply Chain & TAKE MEA** – flexible, accessible, mobile Supply Chain software solution providers, **APA Engineering** – an International Sourcing and Engineering services company and **TAKE Enterprise Services Inc.** – a specialist provider of technology-driven business solutions and software services.

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.

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