



TAKE Solutions Ltd - Earnings Release

Quarter and Half-Year Ended September 30, 2018

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

Business Highlights Q2 FY19



Gartner recognizes TAKE Solutions amongst **Top 20 Global Solution Providers** in its Market Guide for Track-and-Trace and Serialization Software Providers for Life Sciences Companies



Increasing Traction in Consulting Business both in terms of Volume and Size



Multi-year, Multi-million Dollar Engagement with top global pharma for Clinical Services



Winner Golden Peacock Award for **Excellence in Corporate Governance** 2018



Multiple Transformative Deals in Regulatory and Pharmacovigilance

Financial Highlights

H1 FY19



Q2 FY19

70.11

Period Average Rate

72.58

Period Closing Rate

Q1 FY19

67.06

Period Average Rate

68.55

Period Closing Rate

Q2 FY18

64.37

Period Average Rate

65.30

Period Closing Rate

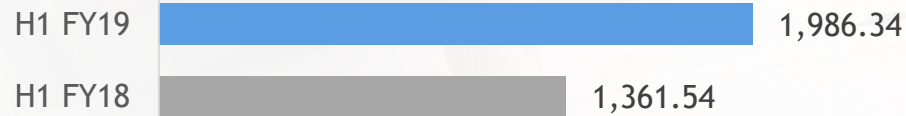
H1 FY19 - Operating Revenue (INR)
INR 9,384.20 Mn



H1 FY19 - Operating Revenue (USD)
USD 143.30 Mn



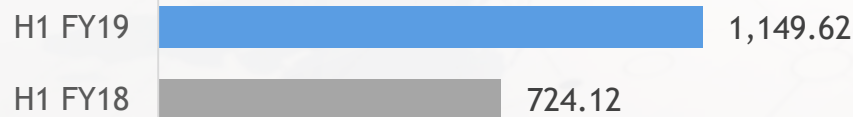
H1 FY19 - Operating EBITDA (INR)
INR 1,986.34 Mn



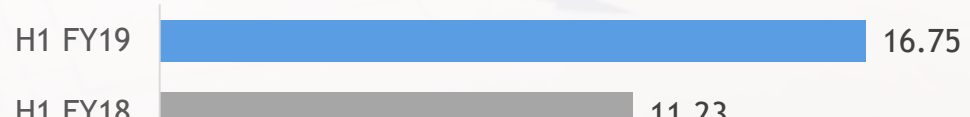
H1 FY19 - Operating EBITDA (USD)
USD 28.93 Mn



H1 FY19 - PAT (INR)
INR 1,149.62 Mn



H1 FY19 - PAT (USD)
USD 16.75 Mn



Quarterly Performance



Dollar
Rates

Q2 FY19

70.11

Period Average Rate

72.58

Period Closing Rate

Q1 FY19

67.06

Period Average Rate

68.55

Period Closing Rate

Q2 FY18

64.37

Period Average Rate

65.30

Period Closing Rate

Operating Revenue (INR Millions)

Q2 FY18

3,709.28

Q2 FY19

5,158.79

Y-o-Y Growth (%)

39.08%

Q-o-Q Growth (%)

10.34%

Q1 FY19

4,675.41

Operating Revenue (USD Millions)

Q2 FY18

57.62

Q2 FY19

73.58

Y-o-Y Growth (%)

27.70%

Q-o-Q Growth (%)

5.54%

Q1 FY19

69.72

Operating EBITDA (INR Millions)

Q2 FY18

699.67

Q2 FY19

1,054.06

Y-o-Y Growth (%)

50.65%

Q-o-Q Growth (%)

13.06%

Q1 FY19

932.28

Operating EBITDA (USD Millions)

Q2 FY18

10.87

Q2 FY19

15.03

Y-o-Y Growth (%)

38.27%

Q-o-Q Growth (%)

8.13%

Q1 FY19

13.90

Profitability



Dollar
Rates

Q2 FY19

70.11

Period Average Rate

72.58

Period Closing Rate

Q1 FY19

67.06

Period Average Rate

68.55

Period Closing Rate

Q2 FY18

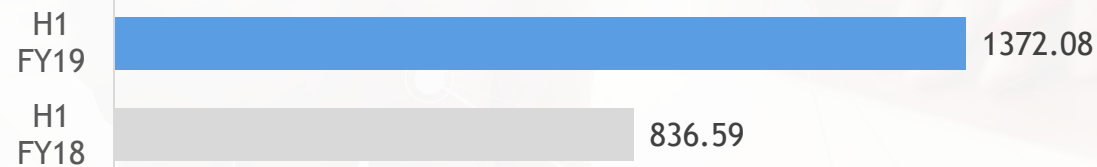
64.37

Period Average Rate

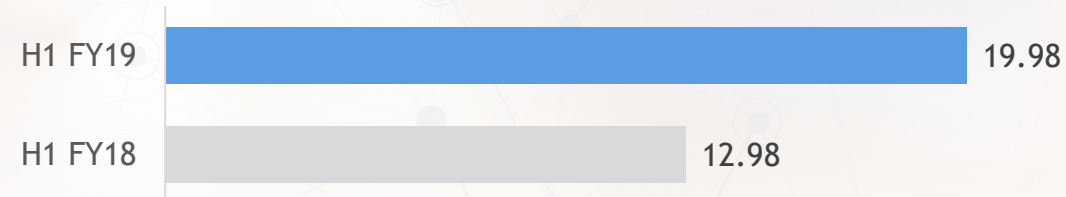
65.30

Period Closing Rate

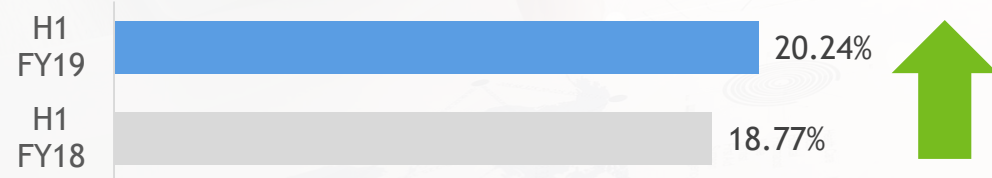
H1 FY19 - PBT(INR)
INR 1,372.08 Mn



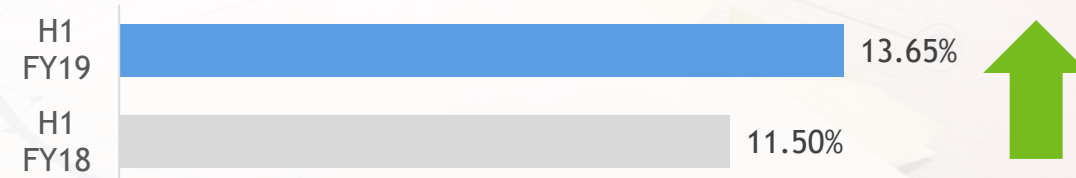
H1 FY19 - PBT (USD)
USD 19.98 Mn



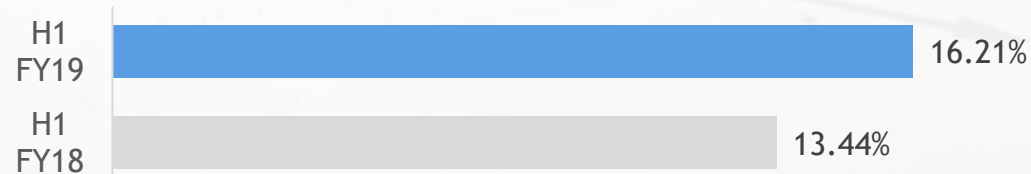
H1 FY19 - EBITDA Margin
20.24%



H1 FY19 - PBT Margin
13.65%



H1 FY19 - Tax Rate
16.21%



Balance Sheet

Balance Sheet Period ending (In INR Mn)	30-Sep-18	% Composition	FY 18	% Composition
Shareholders funds	12,646	68.3%	10,623	67.7%
Total outside borrowings	3,218	17.4%	3,226	20.6%
Other non- current liabilities	415	2.2%	376	2.4%
Current Liabilities & Provisions	2,228	12.0%	1,466	9.3%
TOTAL LIABILITIES	18,507	100.0%	15,692	100.0%
Assets				
Non-Current Assets				
Fixed Assets (Net)	4,056	21.9%	3,915	24.9%
Current Assets				
Cash & Equivalents	3,803	20.5%	3,939	25.1%
Trade Receivables	6,000	32.4%	4,692	29.9%
Other Current Assets	4,649	25.1%	3,146	20.0%
TOTAL ASSETS	18,507	100.0%	15,692	100.0%

Fund Flow

Fund Flow Statement (In INR Mn)		
Particulars	HY1 - FY 2019	Composition %
Opening balance - cash and cash equivalents	3,939	
Sources of Funds		
Cash Profit	2,023	72%
Increase in Creditors	801	28%
Total	2,824	100%
Utilisation of funds		
Increase in Debtors	1,308	44%
Decrease in Outside Borrowings	8	0%
Capex	141	5%
Increase in other assets	1,503	51%
Total	2,959	100%
Closing balance - cash and cash equivalents	3,804	

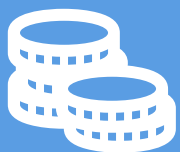
Other Highlights



Successful **USFDA audits** of Bangalore, Mangalore and Manipal facilities with **'No Observations'**



Successfully
Exited Our US
Supply Chain
Business



Declared An Interim
Dividend of 30%



Strong orderbook of **US \$227.57** for
Q2FY19, growth of **13.9% QoQ**

Investor & Analyst Meet 2018

Dear Investors & Analysts,

We cordially invite you to our Investor & Analyst Meet to be held on Wednesday, 31st October 2018 at the Trident Bandra Kurla, Mumbai at 6pm.

Join us for an informative evening on the Life Sciences industry and learn more about TAKE Solutions' contribution to the industry. Take an in-depth tour through the gamut of drug development and beyond, and learn how TAKE supports biopharma companies throughout this process. Gain clarity from our experts and top management, who will be available to address your queries and provide industry and company perspective.

Please send an email to our Investor Relations team (investorrelations@takesolutions.com) to register for this event.

We look forward to welcoming you.

Best regards,

Srinivasan HR
Vice Chairman & Managing Director

Ram Yeleswarapu
President & CEO



31st October 2018



6:00 p.m.



Trident Bandra Kurla,
Mumbai



THANK YOU

www.takesolutions.com