



TAKE Solutions Ltd - Earnings Release

Quarter and Year Ended March 31, 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 Q4 FY18



Designated as
**Preferred
CRO-partner**

for 2 leading biopharmaceutical companies



Awarded 3 studies in
**Key Growth
Areas** of
biosimilars and stem
cell therapies



Awarded 3 Phase
III studies cutting
**Across
Europe and
Asia**



Awarded
**Multi-year, Multi-geography,
Annuity Contract** for PV services by
global generic pharma company



Supported 4 global pharma companies to
comply with the **US Drug Supply
Chain Security Act** and
**EU Falsified Medicines
Directives**

Future of Life Sciences R&D

Digital R&D is
reshaping the world
of Clinical Trials

**Real-world
evidence** will
drive the design of
clinical trials

**Artificial
Intelligence and
Machine
Learning** will play
a large role in
understanding and
interpreting real-
world data

TAKE Is
Positioned To
Take Advantage
Of This
Disruption



Technology

Launch of OneClinical platform for clinical study conduct

- ✓ Capability to **integrate and aggregate data from disparate sources** in varied format to provide near real-time analytics and insights
- ✓ **Onboarded half a dozen studies** across USA, Europe and India
- ✓ Plan over next 2 years to **expand the platform** to service 30-50 studies

Enhancements to existing portfolio of products

- ✓ **pharmaREADY** which supports regulated document management and electronic regulatory submissions
- ✓ **labelREADY**, our labeling and artwork management platform
- ✓ **traceREADY** platform supporting track & trace and serialization



Domain

Expansion of our team of medical professionals and domain experts to deliver platform-based services

- ✓ Setting up **Medical & Scientific Advisory Board** for strategic guidance
- ✓ Addition of medical professionals to **augment medical review and monitoring activities**

Reinforcing our position as thought leaders, impacting the future of the industry

- ✓ **8 industry network** forums across regulatory, pharmacovigilance and medical affairs

Augmenting capacity and capabilities in providing support for

- ✓ **Expanded capacity in India** to conduct bioavailability & bioequivalence studies for Generics companies
- ✓ **Extended presence in Latin America** region to support global regulatory publishing

Financial Highlights FY18



Dollar
Rates

Q4 FY18

64.54

Period Average Rate

65.07

Period Closing Rate

Q3 FY18

64.80

Period Average Rate

63.84

Period Closing Rate

Q4 FY17

67.15

Period Average Rate

64.88

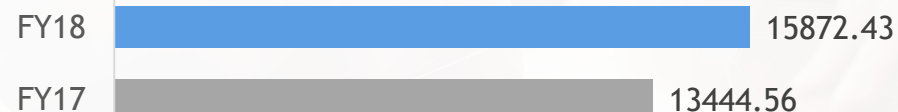
Period Closing Rate

FY18 - Operating Revenue (INR)

INR 15,872.43 Mn



18.05%



FY18 - Operating Revenue (USD)

USD 245.93 Mn



22.83%

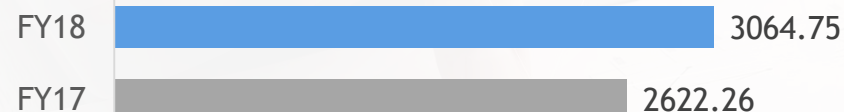


FY18 - Operating EBITDA (INR)

INR 3,064.75 Mn



16.87%

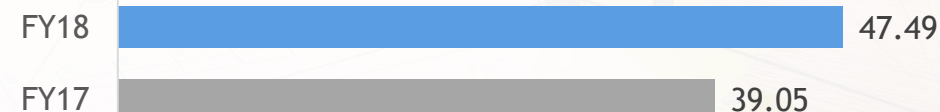


FY18 - Operating EBITDA (USD)

USD 47.49 Mn



21.60%



FY18 - PAT (INR)

INR 1,598.62 Mn



9.38%

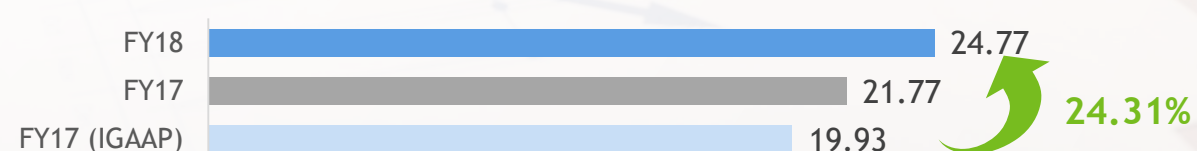


FY18 - PAT (USD)

USD 24.77 Mn



13.80%



FY17 & FY18 financials are as per IndAS (unless otherwise mentioned)

Quarterly Performance



Dollar
Rates

Q4 FY18

64.54

Period Average Rate

65.07

Period Closing Rate

Q3 FY18

64.80

Period Average Rate

63.84

Period Closing Rate

Q4 FY17

67.15

Period Average Rate

64.88

Period Closing Rate

Operating Revenue (INR Millions)

Q4 FY17

3,555.08

Q4 FY18

4,539

Y-o-Y Growth (%)

27.68%

Q-o-Q Growth (%)

11.25%

Q3 FY18

4,093

Operating Revenue (USD Millions)

Q4 FY17

52.94

Q4 FY18

70.33

Y-o-Y Growth (%)

32.85%

Q-o-Q Growth (%)

11.69%

Q3 FY18

62.97

Operating EBITDA (INR Millions)

Q4 FY17

690.43

Q4 FY18

905.12

Y-o-Y Growth (%)

31.09%

Q-o-Q Growth (%)

13.41%

Q3 FY18

798.09

Operating EBITDA (USD Millions)

Q4 FY17

10.28

Q4 FY18

14.02

Y-o-Y Growth (%)

36.4%

Q-o-Q Growth (%)

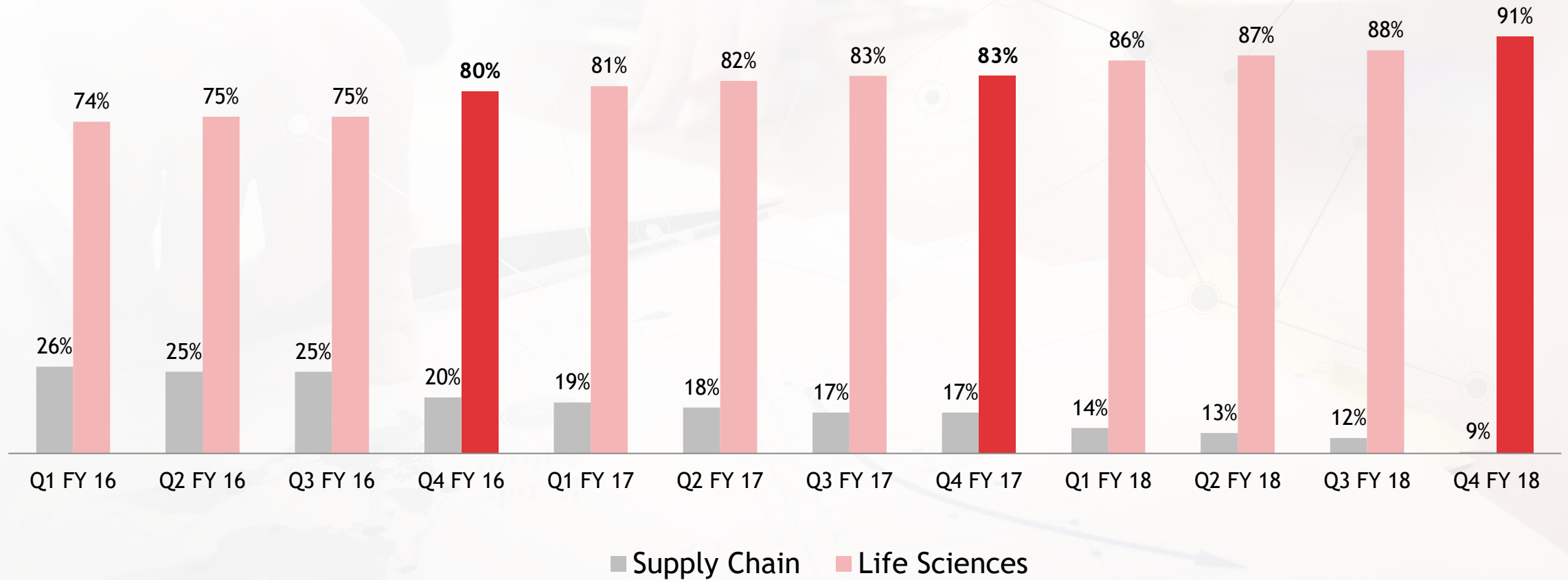
13.86%

Q3 FY18

12.32

Revenue Composition

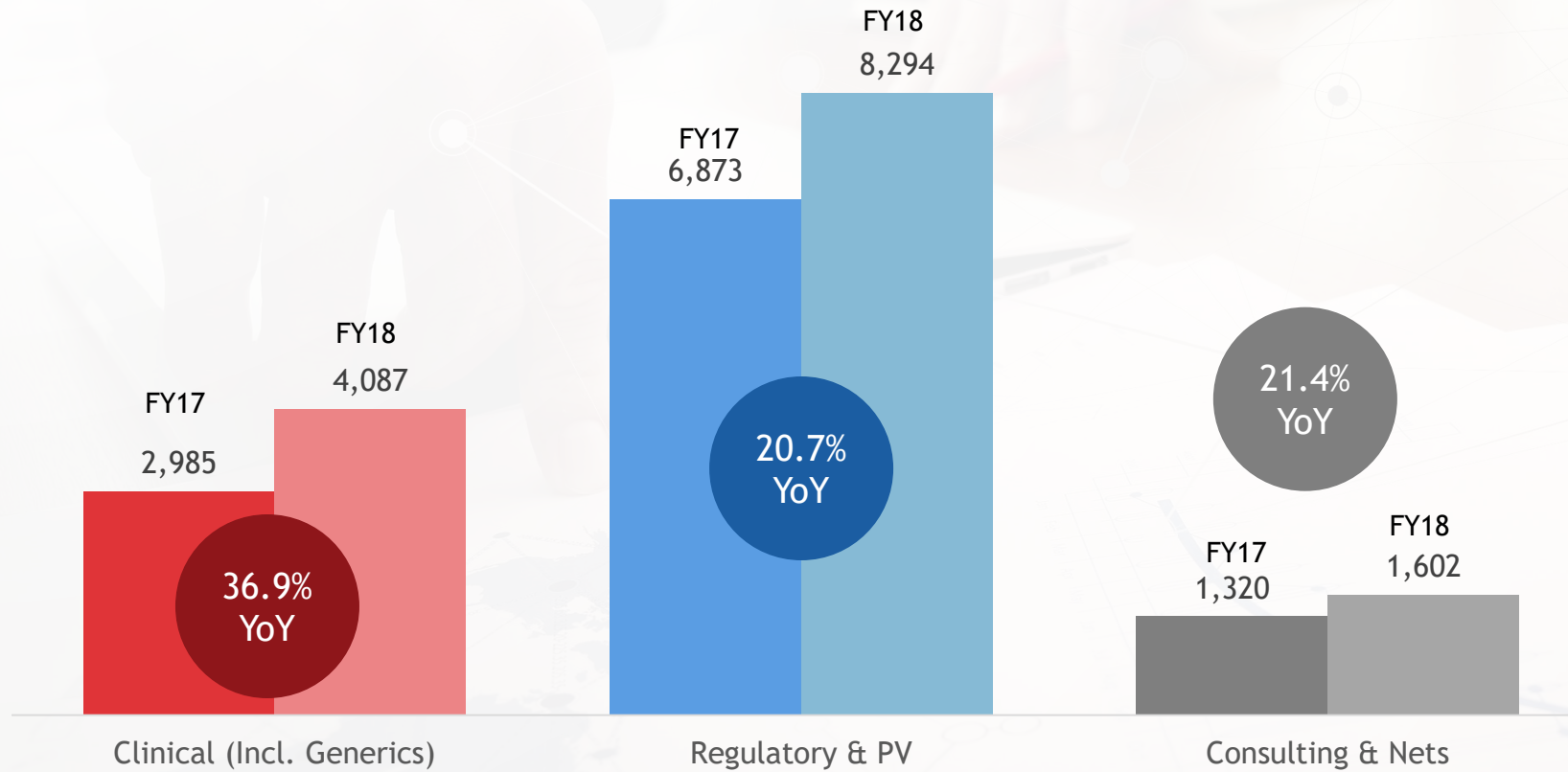
Life Science business growing at CQGR of 8.37%!
(Q1 FY16 - Q4 FY18)



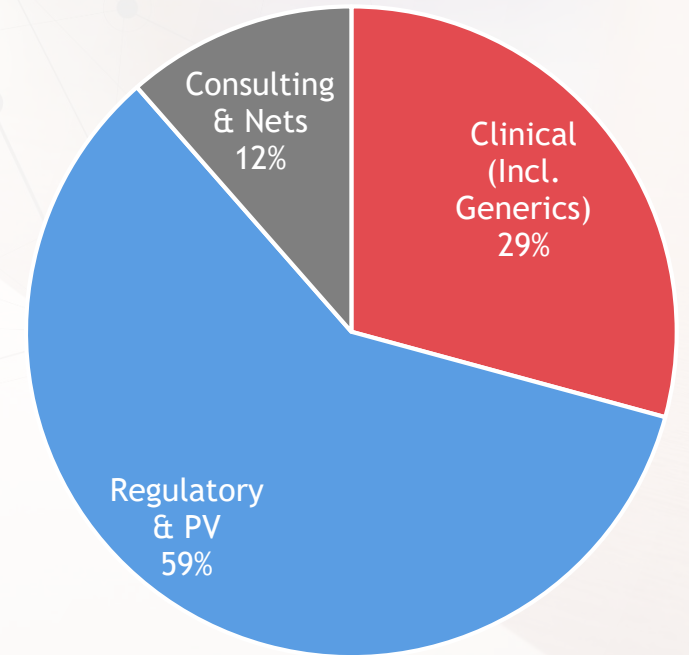
LS Revenue Across Verticals

Consistent Growth Across All Verticals

INR Millions

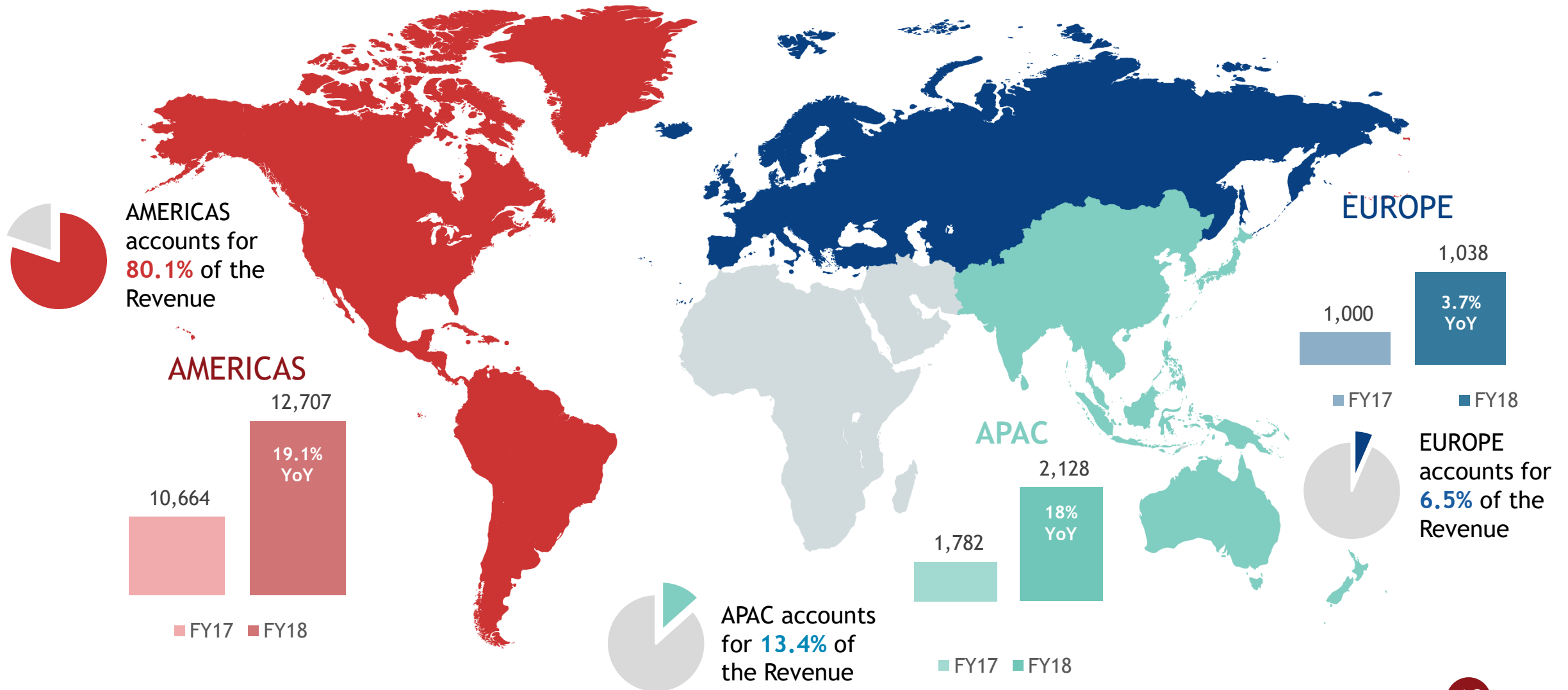


FY 18 LS Vertical Mix

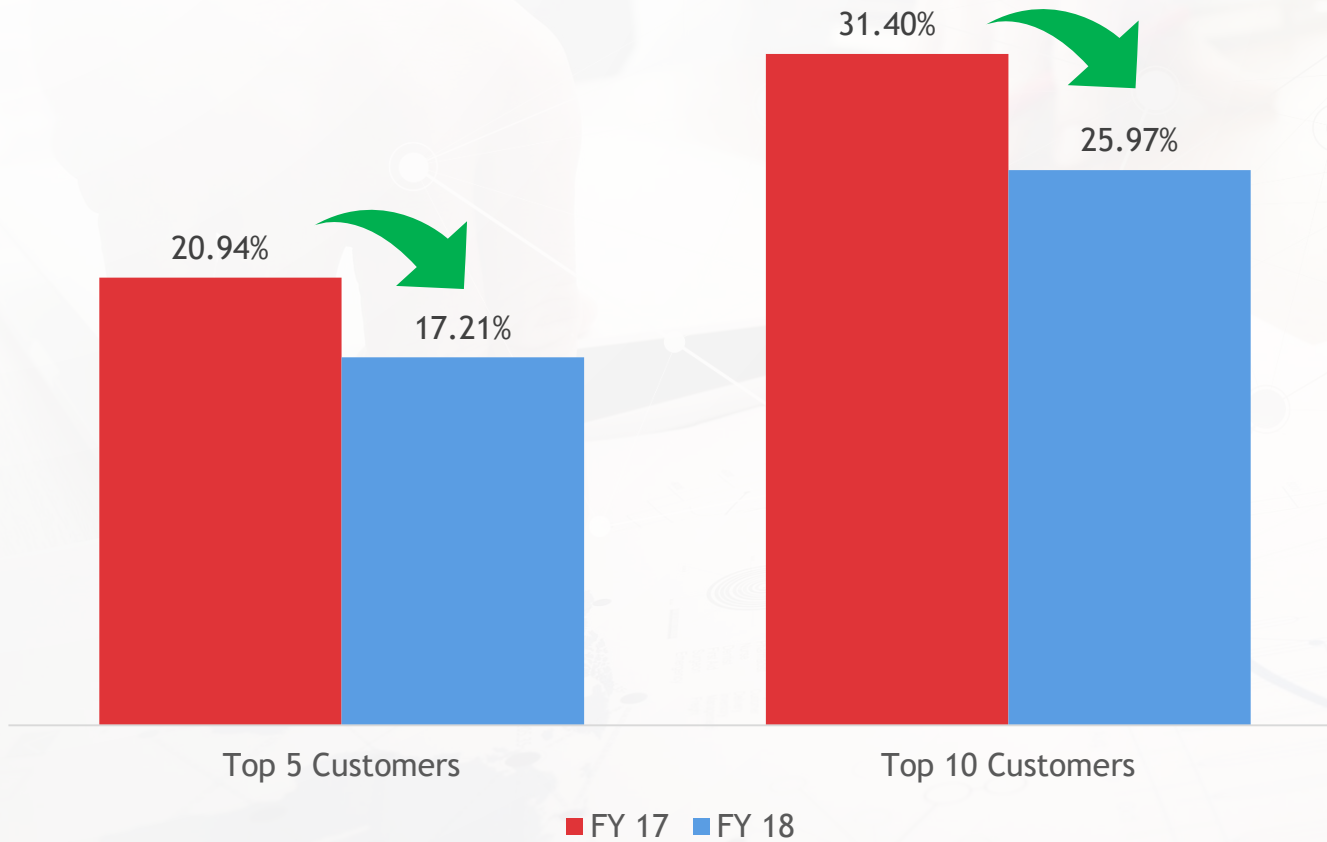


Revenue Across Geographies

Significant increase in AMERICAS and APAC footprint



Customer Concentration



Diversifying our customer base and reducing the dependency on top customers

Profitability



Dollar
Rates

Q4 FY18

64.54

Period Average Rate

65.07

Period Closing Rate

Q3 FY18

64.80

Period Average Rate

63.84

Period Closing Rate

Q4 FY17

67.15

Period Average Rate

64.88

Period Closing Rate

FY18 - PBT(INR)
INR 1,879.79 Mn



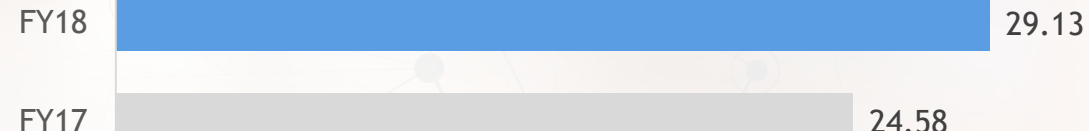
13.91%



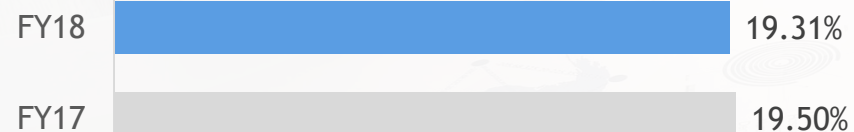
FY18 - PBT (USD)
USD 29.13 Mn



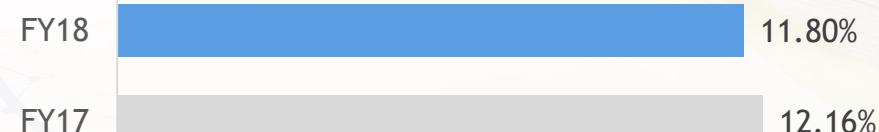
18.52%



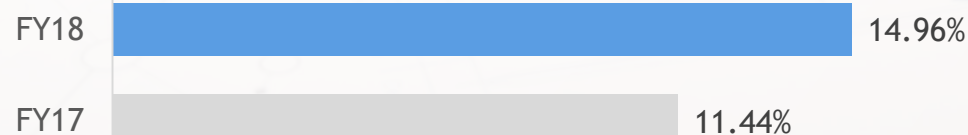
FY18 - EBITDA Margin
19.31%



FY18 - PBT Margin
11.80%



FY18 - Tax Rate
14.96%



Balance Sheet

Balance Sheet Period ending (In INR Mn)	FY17	FY17 % Composition	FY18	FY18 % Composition
Shareholders funds	6,990	62%	10,623	68%
Total outside borrowings	2,373	21%	3,226	21%
Other non- current liabilities	352	3%	376	2%
Current Liabilities & Provisions	1,471	13%	1,466	9%
TOTAL LIABILITIES	11,185	100%	15,692	100%
Assets				
Non-Current Assets				
Fixed Assets (Net)	3,394	30%	3,915	25%
Current Assets				
Cash & Equivalents	1,134	10%	3,939	25%
Trade Receivables	4,362	39%	4,692	30%
Other Current Assets	2,295	21%	3,146	20%
TOTAL ASSETS	11,185	100%	15,692	100%

93 Days
FY18



Day Sales
Outstanding

110 Days
FY17

Fund Flow

Fund Flow Statement (In INR Mn)		
Particulars	FY18	Composition %
Opening balance - cash and cash equivalents	1,134	
Sources of Funds		
Cash Profit	2,646	44%
Preferential Issue of shares	2,500	42%
Reduction in Inventories	7	0%
Increase in Bank Borrowings	854	14%
Total	6,006	100%
Utilisation of funds		
Increase in Debtors	329	10%
Capex	1,562	49%
Reduction in Creditors	126	4%
Increase in other assets	1,184	37%
Total	3,201	100%
Closing balance - cash and cash equivalents	3,939	

Capex

Period ending	FY18	FY17
Change in Net Fixed Assets during the year (In INR Mn)	521	495
Non Cash Expense (In INR Mn)	1,041	874
Total Capex (In INR Mn)	1,562	1,370
Total Capex (In USD Mn) @ 65/USD	24.03	21.08

Total Non Cash Expense / Net Sales	6.6%	6.5%
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Dividend Pay-out

Period ending	FY18	FY17	FY16
Dividend Amount (In INR Mn)	236.69	133.24	126.73
Total Dividend (%)	160%	100%	100%
PATMI (In INR Mn)	1,604.58	1,430.78	1,196.54
Dividend Payout Ratio	15%	9%	11%



Total Dividend For FY18



Celebrating 10 Years Of Being Listed



Represented By

Srinivasan H.R.
Vice Chairman and
Managing Director

D.V. Ravi
Director

Ram Yeleswarapu
President and CEO

Subhasri Sriram
CFO and Executive
Director

Shobana N S
Executive Director

The teleconference will be moderated by
Sudheer Guntupalli, Technology Analyst, Institutional Equities, Ambit Capital

Conference Call Details

Time: 4:00 pm (IST) | Date: May 17, 2018 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.

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For more details, please contact:

S. Leeladhar

+91 – 44 – 6611 0754

leeladhar.s@takesolutions.com /

investorrelations@takesolutions.com

THANK YOU

www.takesolutions.com