

May 16, 2019

TAKE/BSE/2019-20

TAKE/NSE/2019-20

The Manager  
Dept. of Corporate Services-Listing  
Bombay Stock Exchange Limited,  
P. J. Towers, Dalal Street,  
Mumbai - 400001

The Manager-Listing Department  
National Stock Exchange of India Limited  
Exchange Plaza,  
Bandra - Kurla Complex, Bandra (East),  
Mumbai - 400051

Dear Sir/Madam,

**Sub: Press Release**

**Ref: NSE Scrip Code: 532890 & BSE Scrip Code: TAKE**

We are pleased to enclose a press release for your reference and record.

Kindly take note of the same.

Thanking you.

Yours sincerely,  
**For TAKE Solutions Limited**



**Avaneesh Singh**  
Company Secretary



Encl: As above.



## TAKE Solutions reports impressive annual results and continued strong growth in Life Sciences segment

- 28.5% Y-o-Y growth in revenue & 11.6 % in profit
- Acquires KAI Research, a US based niche full service CRO serving Federal agencies like FDA, NIMH, Department of Defence etc.,

**Chennai, May 16, 2019:** TAKE Solutions Ltd. [BSE: 532890 | NSE: TAKE], a globally recognized domain intensive services provider in Life Sciences, today announced its financial results for Q4 and year ended FY19. The company reported FY19 revenues of INR 20,390 Mn, a 28.5% growth over the previous year.

Particulars	Figures in	FY19	Q4 FY19	FY18	Q4 FY18	Change (%)
						Y-o-Y
Op. Revenue	INR Mn	20,390	5,339	15,872	4,539	28.5%
	USD Mn	292	76	246	70	26.2%
Op. EBITDA	INR Mn	3,835	811	3,065	905	25.1%
Margin	%	18.8%	18.1%	19.3%	19.9%	
Net Profit (PAT)	INR Mn	1,784	271	1,599	455	11.6%
Margin	%	8.7%	5.1%	10.1%	10.1%	
Diluted EPS	INR	12.09	1.89	12.15	3.44	

Total income rose 17.6% to INR 5,339 MN in Q4FY19 as compared to INR 4,539 Mn in Q4FY18. Earnings before Interest, Depreciation and Tax (EBIDTA) for Q4FY19 stood at INR 811 Mn, lower by 10.4 % against INR 905 Mn in Q4FY18. TAKE Solutions also announced the acquisition of KAI Research, a full-service contract research organization (CRO) and health-research company.

### Key Highlights:

- Revenue at INR 20,390 Mn; growth of 28.5% Y-o-Y
- Augmented Clinical Data Services offerings through acquisition of high-end data sciences company DataCeutics
- Augmented talent pool with addition of xx domain experts
- Added 6 senior leaders to the global team
- Enhanced 3 technology IPs including pharmaREADY, and traceREADY
- Built up further capabilities to OneClinical our eClinical platform
- Developed 16 bioanalytical methods
- Expanded capacity by moving to larger facilities in Princeton and Bangalore
- Inaugurated new dossier printing facility in Chennai

KAI brings on board top of class offerings in 3 key areas – Clinical Trial management, Clinical Research Consultation, and Data Management & Standardization. Through this acquisition, TAKE builds Phase II and



Phase III capabilities in North America adding to its current service offerings in Europe and Asia. KAI strengthens TAKE's therapeutic expertise in mental health, musculoskeletal diseases, CNS, infectious diseases, Oncology and medical devices. The company has differentiated offerings by way of patient registries and e-clinical solutions and a long-standing relationship with clinical sites and trusted network of service providers.

**Srinivasan H R, Vice Chairman and Managing Director, TAKE Solutions** said, *"TAKE recorded a positive growth rate this year to 28.5% (INR 20,390 Mn) with continued strong performance in the life sciences business. We will continue to invest ahead of the growth curve to position us as the most preferred business partner for global pharmaceuticals.*

Speaking on the acquisition, he further added, *"We are on track in terms of our acquisitions, KAI Research will further strengthen our capabilities in clinical services and expand our therapeutic expertise. Through this acquisition we also gain a unique standpoint in serving Federal agencies like FDA, NIMH, Department of Defence etc. Together, we intent to create a world class enterprise making meaningful strides in the bio pharma landscape. The addition of KAI's capabilities translates to business expansion in North America, Europe and Asian markets and enhances our global footprint."*

#### **Benefits of the acquisition:**

##### **Clinical Delivery capability synergies**

- Global clinical operations Offering by leveraging KAI's strong delivery capabilities in USA
- Augment domain expertise and improve quality of delivery with KAI's strong domain strength and consulting capabilities

##### **Augmented Client Base**

- Added ability to conduct long-term and large-ticket federal studies through KAI's strong client base of federal agencies
- Pitch for Larger Clinical Deals with addition of sites and local clinical trial management capabilities in USA
- Expand market reach to attract North American SMEs with KAI's expertise in the growing biotech market

#### **About TAKE Solutions**

TAKE Solutions delivers domain-intensive services in Life Sciences and Supply Chain Management.

In the fast-growing Life Sciences space, TAKE offers clients a unique combination of full-service Clinical, Regulatory and Safety services backed by unique technology expertise. Our range of services span from clinical trials to regulatory submissions to post-marketing safety, all backed by insights derived through proprietary industry networks forums. With a team of leading Life Sciences experts, best-in-class systems and processes, and bespoke, industry-specific technology and analytics, TAKE delivers successful outcomes for clients. Our global roster of clients includes large and small innovator biopharmaceutical companies as well as generics manufacturers.

With operations spread across North America, Europe, Asia, and South America, TAKE is a Public Company, listed in India on the Bombay Stock Exchange and the National Stock Exchange. Led by a team of industry



stalwarts and domain experts, TAKE has been growing steadily with FY19 revenues touching INR 20,390 Mn, (USD 292 Mn).

For more details, please visit [www.takesolutions.com](http://www.takesolutions.com)

**For media information:**

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