

Earnings Release

Quarter Ended December 31st, 2019



INSPIRED BY
OPPORTUNITY.
DRIVEN BY
KNOWLEDGE.



Enabling Business Efficiencies

The Life Sciences Company

Business Highlights

Consistent Efforts across the board



Significantly Increased Wallet Share from existing accounts



Leveraging synergy from acquisition to increase client base



High Success Rate in **Cross-selling** to key accounts



Establishing Domain Expertise in BA BE studies by pioneering new techniques and approaches to support novel studies

Operational Updates

Ongoing Project Delivery



Satisfactory delivery of key projects in terms of **Cost, Time** and **Quality**



College of American Pathologist
Recommended CTL for
Accreditation once again

Audits/ Inspections for the current quarter



ISO 9001:2015 Recertification

Audited Facilities:
Frankfurt and
Berlin offices

Outcome: The facilities are
recommended for continuation
of certification



**7 Customer
Audits**



**No Critical
Findings**
during the audits/inspections

M&A Updates

Successfully crossed the post-merger milestones and positively positioned for the future

Navitas Data Sciences



Successfully completed
Brand Integration



Significant **Repeat Business & New Logo Wins** bagged



Offshoring Model Already Operational ahead of schedule

KAI Research



Brand Integration
On-schedule



Cross-selling efforts have yielded results



Integrated Delivery Model
established

GTM initiatives yielding results in a short span of time

Workforce alignment in place

Quarterly Performance



Q3 FY20

71.15
Period Average Rate

71.33
Period Closing Rate

Q2 FY20

70.43
Period Average Rate

70.56
Period Closing Rate

Operating Revenue (INR Millions)

Q2 FY20
6,083.81

Q3 FY20
6,511.09

Q-o-Q Growth (%)
7.02%

Operating Revenue (USD Millions)

Q2 FY20
86.38

Q3 FY20
91.52

Q-o-Q Growth (%)
5.95%

Operating EBITDA (INR Millions)

Q2 FY20
1,059.92

Q3 FY20
1,083.29

Q-o-Q Growth (%)
2.21%

Operating EBITDA (USD Millions)

Q2 FY20
15.05

Q3 FY20
15.23

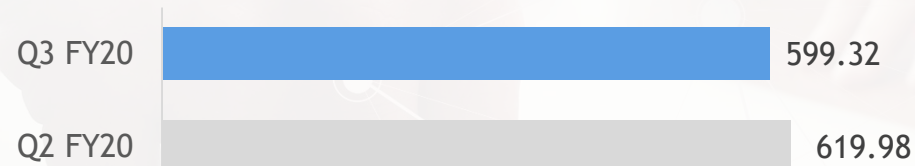
Q-o-Q Growth (%)
1.20%

Quarterly Profitability

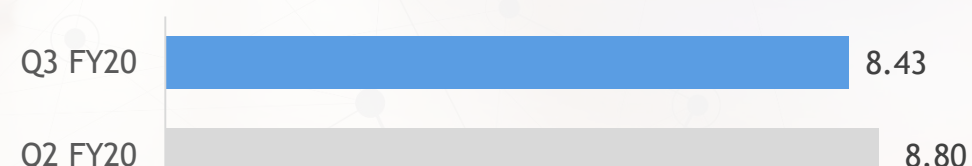


Q3 FY20	Q2 FY20
71.15 Period Average Rate	70.43 Period Average Rate
71.33 Period Closing Rate	70.56 Period Closing Rate

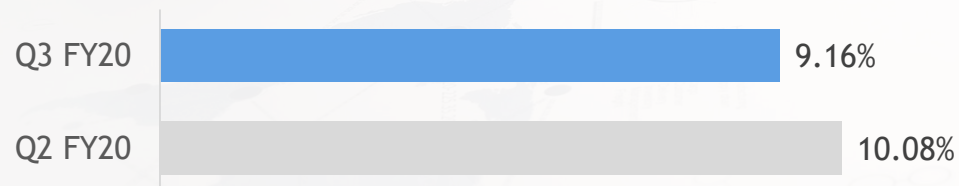
Q3 FY20 - PBT (INR)
INR 599.32 Mn



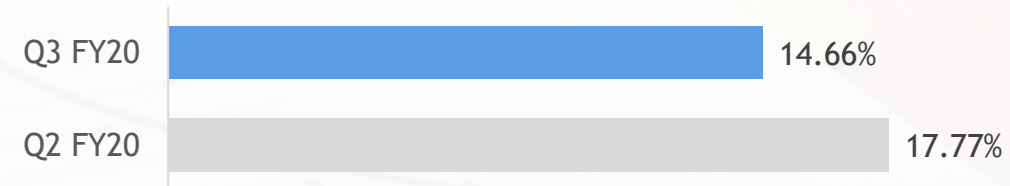
Q3 FY20 - PBT (USD)
USD 8.43 Mn



Q3 FY20 - PBT Margin
9.16%



Q3 FY20 - Tax Rate
14.66%

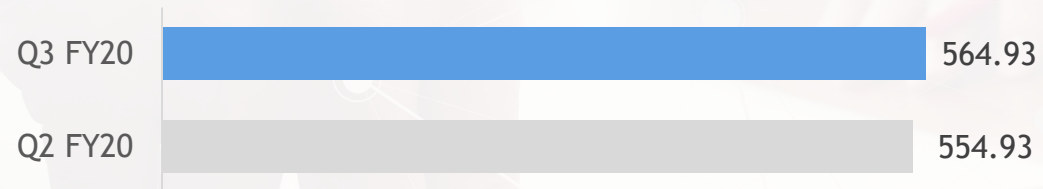


Quarterly Profitability

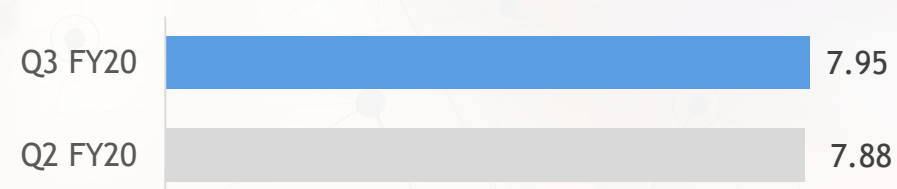


Q3 FY20	Q2 FY20
71.15 Period Average Rate	70.43 Period Average Rate
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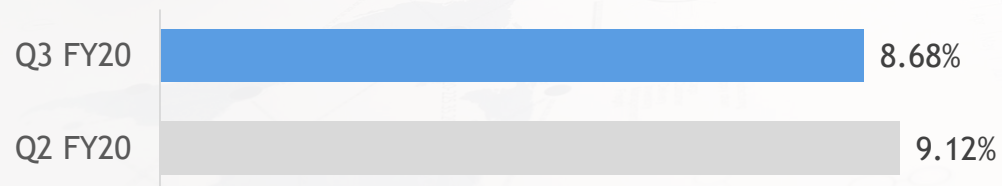
Q3 FY20 - PBT (INR) (*excluding other income*)
INR 564.93 Mn



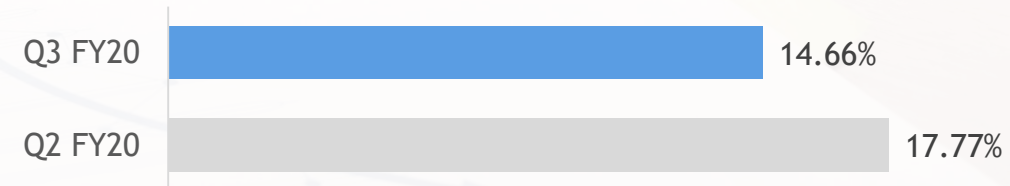
Q3 FY20 - PBT (USD) (*excluding other income*)
USD 7.95 Mn



Q3 FY20 - PBT Margin (*excluding other income*)
8.68%



Q3 FY20 - Tax Rate
14.66%



YTD Performance



Dollar
Rates

Q3 FY20

71.15
Period Average Rate

71.33
Period Closing Rate

Q2 FY20

70.43
Period Average Rate

70.56
Period Closing Rate

Q1 FY19

69.67
Period Average Rate

69.08
Period Closing Rate

Operating Revenue (INR Millions)

YTD FY19
15,050.61

YTD FY20
18,422.34

Y-o-Y Growth (%)
22.40%

Operating Revenue (USD Millions)

YTD FY19
215.73

YTD FY20
261.54

Y-o-Y Growth (%)
21.23%

Operating EBITDA (INR Millions)

YTD FY19
2,868.61

YTD FY20
3,238.75

Y-o-Y Growth (%)
12.90%

Operating EBITDA (USD Millions)

YTD FY19
41.20

YTD FY20
46.01

Y-o-Y Growth (%)
11.67%

YTD Profitability



Dollar
Rates

Q3 FY20

71.15
Period Average Rate

71.33
Period Closing Rate

Q2 FY20

70.43
Period Average Rate

70.56
Period Closing Rate

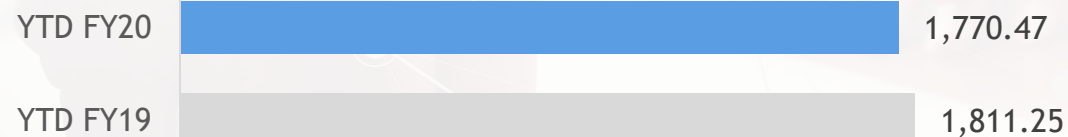
Q1 FY19

69.67
Period Average Rate

69.08
Period Closing Rate

YTD FY20 - PBT (INR)
INR 1,770.47 Mn

2.25%



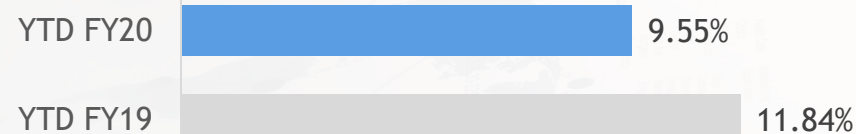
YTD FY20 - PBT (USD)
USD 25.15 Mn

3.57%



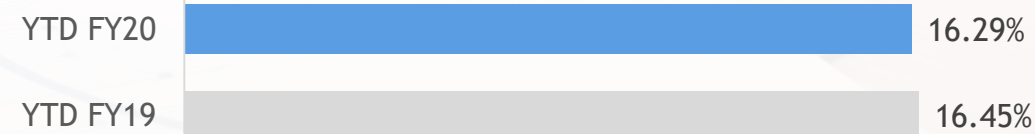
YTD FY20 - PBT Margin
9.55%

229 bps



YTD FY20 - Tax Rate
16.29%

16 bps



YTD Profitability



Dollar
Rates

Q3 FY20

71.15
Period Average Rate

71.33
Period Closing Rate

Q2 FY20

70.43
Period Average Rate

70.56
Period Closing Rate

Q1 FY19

69.67
Period Average Rate

69.08
Period Closing Rate

YTD FY20 - PBT (INR) *(excluding other income)*

INR 1,662.85 Mn

↑ 6.05%



YTD FY20 - PBT (USD) *(excluding other income)*

USD 23.63 Mn

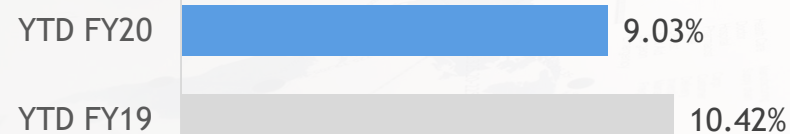
↑ 4.74%



YTD FY20 - PBT Margin *(excluding other income)*

9.03%

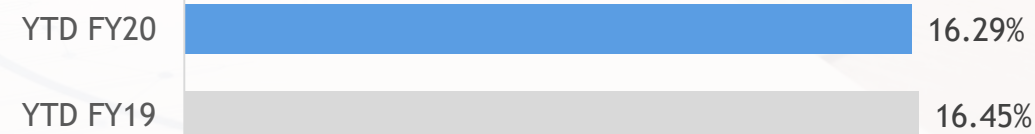
↓ 139 bps



YTD FY20 - Tax Rate

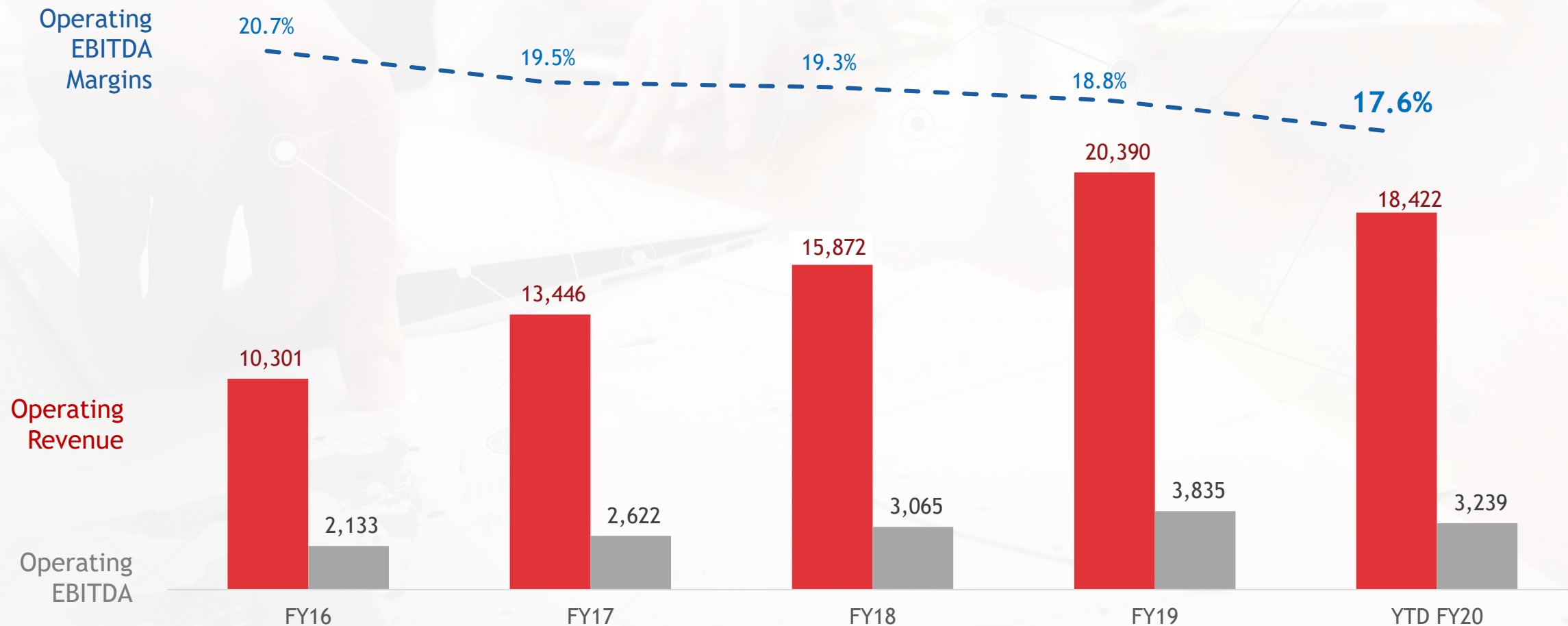
16.29%

↓ 16 bps



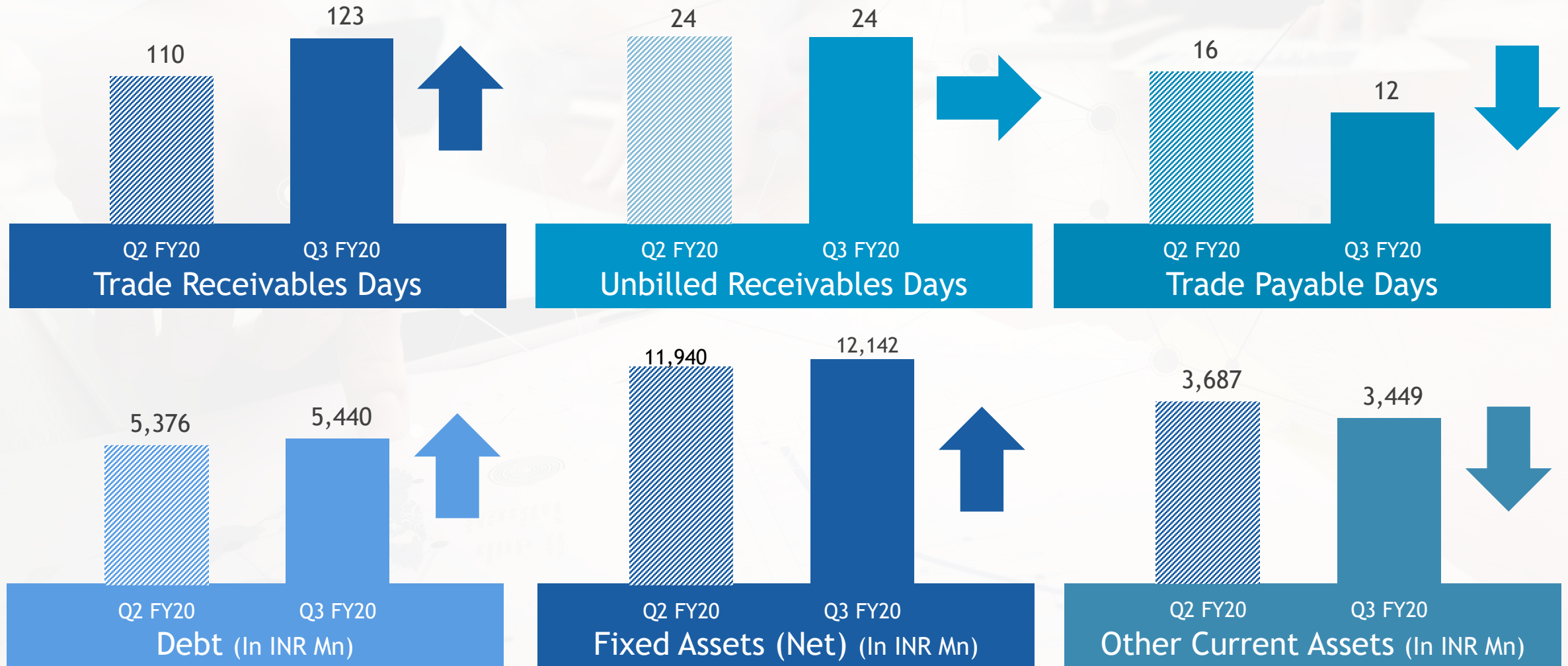
Financial Growth

Delivering Consistent Growth



Operating Revenue and EBITDA in INR Millions

Balance Sheet- At a glance



Industry Benchmark

All figures in USD Mn

All figures based on latest published Annual Financial Statements

TURNOVER / TOTAL ASSETS

	TAKE	SYNEOS	ICON	IQVIA
Turnover	292	4,390	2,596	10,412
Total Assets	336	7,255	2,354	22,549
Turnover / Total Assets	0.9	0.6	1.1	0.5
Ranking	2	3	1	4

CURRENT RATIO

	TAKE	SYNEOS	ICON	IQVIA
Current Assets	167	1,492	1,330	3,874
Current Liabilities	103	1,503	611	3,534
Current Assets / Current Liabilities	1.6	1.0	2.2	1.1
Ranking	2	4	1	3

LONG-TERM ASSETS / LONG-TERM LIABILITIES RATIO

	TAKE	SYNEOS	ICON	IQVIA
Long-Term Assets	167	5,763	1,024	18,675
Long-Term Liabilities	12	2,896	389	12,301
Long-Term Assets / Long-Term Liabilities Ratio	14.0	2.0	2.6	1.5
Ranking	1	3	2	4

DEBT / EQUITY RATIO

	TAKE	SYNEOS	ICON	IQVIA
Total External Debt	68	2,787	349	11,007
Equity	218	2,856	1,354	6,714
Assets / Equity Ratio	0.3	1.0	0.3	1.6
Ranking	1	3	1	4

CASH CYCLE DAYS

	TAKE	SYNEOS	ICON	IQVIA
Average A/R Days	94	61	58	44
Average A/P Days	9	11	3	24
Cash Cycle Days	85	50	55	20
Ranking	4	2	3	1

Industry Benchmark *(Contd.)*

All figures in USD Mn

All figures based on latest published Annual Financial Statements

EBITDA MARGIN

	TAKE	SYNEOS	ICON	IQVIA
Turnover	292	4,390	2,596	10,412
EBITDA	55	545	452	1,948
EBITDA Margin (%)	18.8%	12.4%	17.4%	18.7%
Ranking	1	4	3	2

NET PROFIT MARGIN

	TAKE	SYNEOS	ICON	IQVIA
Revenue	292	4,390	2,596	10,412
Net Profit (Post Tax)	26	23	323	259
Net Profit Margin (%)	8.7%	0.5%	12.4%	2.5%
Ranking	2	4	1	3

RETURN ON EQUITY

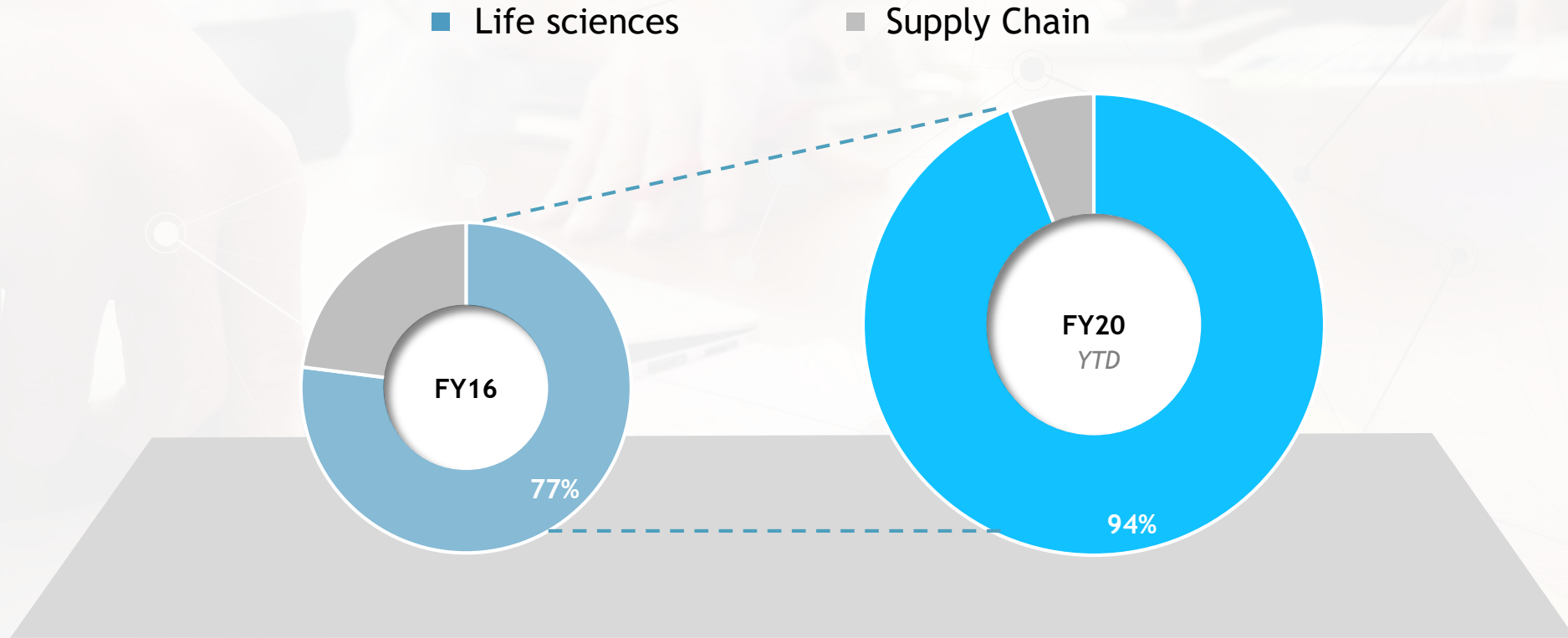
	TAKE	SYNEOS	ICON	IQVIA
Net Profit	26	23	323	259
Average Equity	205	2,939	1,273	7,412
Return on Equity (%)	12.7%	0.8%	25.4%	3.5%
Ranking	2	4	1	3

SCORE CARD

	TAKE	SYNEOS	ICON	IQVIA
Turnover / Total Assets	2	3	1	4
Current Assets / Current Liabilities	2	4	1	3
Cash Cycle Days	4	2	3	1
Long-Term Assets / Long-Term Liabilities Ratio	1	3	2	4
Debt/Equity Ratio	1	3	1	4
EBITDA Margin	1	4	3	2
Net Profit Margin	2	4	1	3
Return on Equity	2	4	1	3
TOTAL	15	27	13	24

Revenue Composition

Moving towards 100% from Life Sciences!
(Q1 FY16 - Q3 FY20)



TAKE has reclassified itself in both the Indian Stock Exchanges as belonging to the **“Pharmaceutical”** industry.

Institutional Shareholding

(Holding more than 1% of total shares)

The shareholding of institutional investors holding above 1% of shares demonstrates the trust placed in our growth prospects.

Shareholding	March 31, 2019	June 30, 2019	September 30, 2019	December 31, 2019	January 31, 2020	
	Number of Shares	Number of Shares	Number of Shares	Number of Shares	Number of Shares	% of Total Shares
Promoter Holding	9,89,51,594	9,89,51,594	9,89,51,594	9,89,51,594	9,89,51,594	66.89%
First State Investments	23,01,489	23,01,489	22,15,542	22,15,542	26,38,174	1.78%
Schroder International Selection Fund	25,24,200	19,92,834	21,93,522	24,21,488	24,52,249	1.66%
Sundaram Mutual Fund	19,47,495	21,23,697	21,23,697	21,28,697	21,28,697	1.44%
Tkp Investments Bv	19,75,230	17,96,726	19,19,004	19,19,004	19,19,004	1.30%
Total Institutional Holding above 1%	87,48,414	82,14,746	84,51,765	86,84,731	91,38,124	6.18%
	10,77,00,008	10,71,66,340	10,74,03,359	10,76,36,325	10,80,89,718	73.07%
Other Institutional Holding	1,12,29,389	1,15,86,824	1,01,31,287	1,00,21,023	74,03,019	5.00%
Others	2,90,04,603	2,91,80,836	3,03,99,354	3,02,76,652	3,24,41,263	21.93%
Total number of shares outstanding	14,79,34,000	14,79,34,000	14,79,34,000	14,79,34,000	14,79,34,000	



The Life Sciences Company

A background image showing a close-up of a hand holding a pen, writing on a document. The document contains various charts, including a bar chart and a line graph. The image is slightly blurred, giving it a professional and focused appearance.

TAKE Solutions

Overview

Who Are We?

*TAKE is a full-service **Clinical Research Organization** With Global Capabilities!*

USA HQ: Princeton, NJ
Clinical, Regulatory & Safety consulting and technology centers. Clinical data sciences center in Philadelphia. Clinical trials operations across multiple sites.

Europe HQ: Germany
Major trial operations center in Germany and sites through Europe. Specialists in UK, Sweden, Germany, Poland, Denmark, Russia and other locations.

20 offices across 12 countries

Multi-country Multi-site Clinical Trial Capability
7500+ sites
120000+ patients
25,000 volunteers
20+ therapeutic areas

3 Clinical Pharmacology Units for Bioavailability Studies

2 Bioanalytical Laboratories

2 ISO27001 Compliant Datacenters

APAC HQ: Chennai, India
Clinical Operations (Incl. Generics) in Bangalore, Chennai, Mangalore and Manipal. Regulatory & Safety/PV operations hub in Chennai.

LATAM Delivery Centre: Bogota, Columbia
Regulatory & Safety support across 9+ countries in region

What do We Do?

We support clients throughout the
Drug Development & Beyond



Clinical



Regulatory



Safety



Consulting

- Strategic Consulting Including ICH E6 Assessment & Implementation

- Regulatory Information Management
- Product Lifecycle Management
- IDMP Assessment

- PV Oversight
- PV Optimization
- Medical Governance



Services

- Full-service Clinical Trials (P1-4) Design, Conduct, Monitoring & Project Management
- Non - Interventional Studies
- Biologics & Biosimilars
- BA/ BE Studies
- Functional Services - Clinical Data Services (including Clinical Data Management, Biostatistics & Programming, Data Standardization, and Medical Writing)

- End-to-End Services
- Product Lifecycle Management
- Submissions & Publishing Management
- Chemistry, Manufacturing and Controls (CMC) Management
- Labeling & Artwork Management

- End-to-End PV Outsourcing
- Medical Writing

Why Us?

Our Results speak for themselves



400+
Clinical Trials



1000+
Bioequivalence
Studies



260+
Bioanalytical
Methods Developed



150000+
Regulatory
Submissions



300+
Safety Consulting
Engagements



40+
Successful GCP &
Non-GCP Audits



120+
Companies are
Members of NETS

Conducted Clinical Trials for the
1st Stem Cell Product
in the Indian Market

Conducted
8% of All Biosimilars Trials
in India in 2018

Submitted
6% of Total Regulatory
Submissions to
USFDA 2012-2018

THANK YOU

www.takesolutions.com



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For more details, please contact:

investorrelations@takesolutions.com



The Life Sciences Company