

CIN: L63090TN2000PLC046338

February 05, 2016

TAKE/BSE/2015-16

TAKE/NSE/2015-16

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,

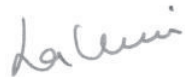
**Sub: Intimation on Investor and Analyst call**

With reference to the intimation vide letter dated February 04, 2016 we are pleased to enclose the Investors and Analyst presentation on financial results.

Kindly note the same and do the needful.

Thanking you,

Yours faithfully,  
For TAKE Solutions Limited



Lakshmi C.M.  
Company Secretary



## Earnings Release for the Quarter ended December 31, 2015

**Chennai, India – Friday, February 05, 2016:** 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 December 31, 2015.

### HIGHLIGHTS FOR THE QUARTER ENDED DECEMBER 31, 2015

- In INR, revenue was INR 2,478 million, an increase of 34.2% y-o-y and 2.5% q-o-q
- In USD, revenue was USD 37.6 million, an increase of 26.1% y-o-y and 1.1% q-o-q
- Operating EBITDA at INR 503 million; up 30.2% y-o-y and down 1.6% q-o-q
- Operating EBITDA margin @ 20.3%, down 84 bps q-o-q
- Net profit at INR 240 million, up 46.2% y-o-y and down 4.3% q-o-q
- Earnings per share (EPS) at INR 2.00
- Announced interim dividend of INR 0.30/- per equity share
- Raman Kapur appointed as Independent Director

### HIGHLIGHTS OF NINE MONTHS ENDED DECEMBER 31, 2015

- In 9M FY16 revenue stood at INR 7,181 million up 39.3% over the corresponding period of last year. Our strategy to focus on the Life Sciences vertical has enabled the company to achieve above industry average growth.
- EBITDA margin have also improved y-o-y during the period by 87 basis points to 20.8%
- As of December 31, 2015, a growth in the Life Sciences order book has resulted in an increase of 20.7% over the previous year in our total order book which stands at USD 80.5 million.

### MANAGEMENT COMMENTS

**Srinivasan H.R., Vice-Chairman and Managing Director, TAKE Solutions said,** “We are pleased to begin 2016 on a positive note with the Q3 revenue at annual revenue run rate approaching INR 10 billion. This reflects the success of our strategy to emerge as a 360 degree player in the niche domain of Life Sciences. We have made significant strides towards this goal through our recent and past investments and our globally acknowledged expertise.” He further added, “We will continue to be a significant player in this space and are optimistic about capitalizing on strong growth opportunities in the quarters to come.”

- The quarter witnessed an healthy revenue growth rate, driven by the winning of new orders
- The Company’s business continuity plans (BCP) was successfully put into force during the natural disaster situation witnessed in Chennai during December, ensuring the recuperation of client delivery delays by the end

of December. The company is confident of making up for other delays by Q4 FY16 with no impact on full year revenue.

- During the quarter, profitability and margins were adversely impacted due to few one-off costs related to the catastrophic event and also due to slipping of some milestone based delivery payments into the successive quarter.
- Since Q1 FY15, total revenue of the company in USD has increased at a compounded quarterly growth rate (CQGR) of 5.7% while Life Sciences revenue grew at faster rate of 8.4%.
- Total order book of the company has grown at 4.4% CQGR while LS order book has increased at a higher growth rate of 5.8% since Q1 FY15
- Due to higher contribution from LS business, EBITDA margin has expanded by 91 basis points since Q1 FY15 from 19.4% to 20.3%

**Ram Yeleswarapu, President and CEO, said,** *“During the quarter, we continued to add new customers as well as add more orders from existing customers, clearly as a consequence of the significant impetus to our account management efforts. The new EU regulation of IDMP is causing several customers to engage in analysis and assessment projects to ensure compliance as the phased implementation occurs over the next several years.”*

**He further added,** *“We are also actively engaged in building out a Master Data Management (MDM) solution to address IDMP, along with enabling automated feeds from structured and unstructured sources of IDMP data. Labeling is another significant area where customers are seeking assistance and we have been working on a number of opportunities to ensure compliance between approved labels for medicinal products and the actual usage across global markets. The Small & Medium biopharmaceutical businesses continue to invest in our PharmaReady product suite and we also continue to execute on a number of Safety database projects involving Oracle Argus (hosted and installed).”*

#### INTERIM DIVIDEND

The Board of Directors of the Company has declared an interim dividend of Rs. 0.30/- per equity share (30%, on a face value of Re. 1/- per share) for the period of December 31, 2015.

#### INDEPENDENT DIRECTOR APPOINTMENT

TAKE appointed Raman Kapur, a pharma veteran based out of the US, as an Independent Director. With a global experience of over 40 years, Kapur has served at various senior positions in Schering-Plough including President World-wide Generics and President of Schering-Plough's Global Animal Health business.

Additionally, Kapur holds multiple directorship roles, serving as Chairman of the World India Diabetes Foundation, a Board member of McCarter Theater in Princeton, New Jersey, and the American Cancer Society of Central New Jersey. He has previously served on the Board of Directors of the European Generic Association in Brussels, Belgium, as well as the Generic Pharmaceutical Association in Washington, DC, the Capital Health System in Trenton, New Jersey, the Princeton Area Community Foundation, and the Center for Advanced Study of India at the University of Pennsylvania.

A graduate of the Phillips Exeter Academy, Exeter, New Hampshire, Kapur received a BA degree in economics from Columbia College, New York and an MBA degree in finance and international business from Columbia University, New York.

## ACQUISITION

- TAKE entered into definitive agreements to acquire a Life Sciences Services player, Ecron Acunova (EA). This association will enable TAKE to add drug development expertise in the areas of Biosimilars, Regenerative Medicine and Diagnostic imaging agents space which are emerging growth areas. This will help TAKE move the addressable market for its services to \$30 bn. It will also significantly enhance presence in Europe and Nordic countries. With this acquisition, TAKE will add audit ready infrastructure in Europe and India, and parts of South Asia to its expanding footprint. The organization will also augment its pool of subject matter experts by 30% and Life Sciences talent by 50%, significantly amplifying its experience, innovation and domain expertise.

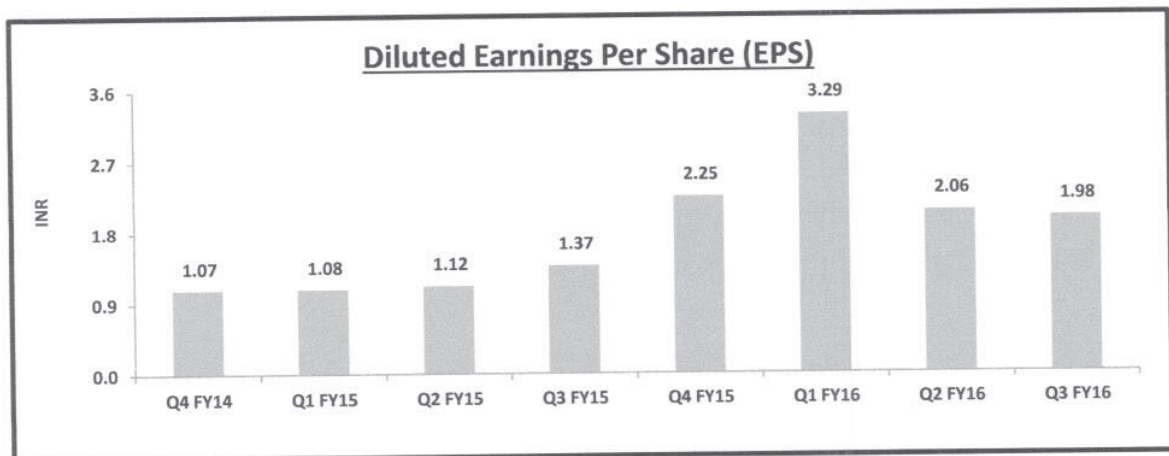
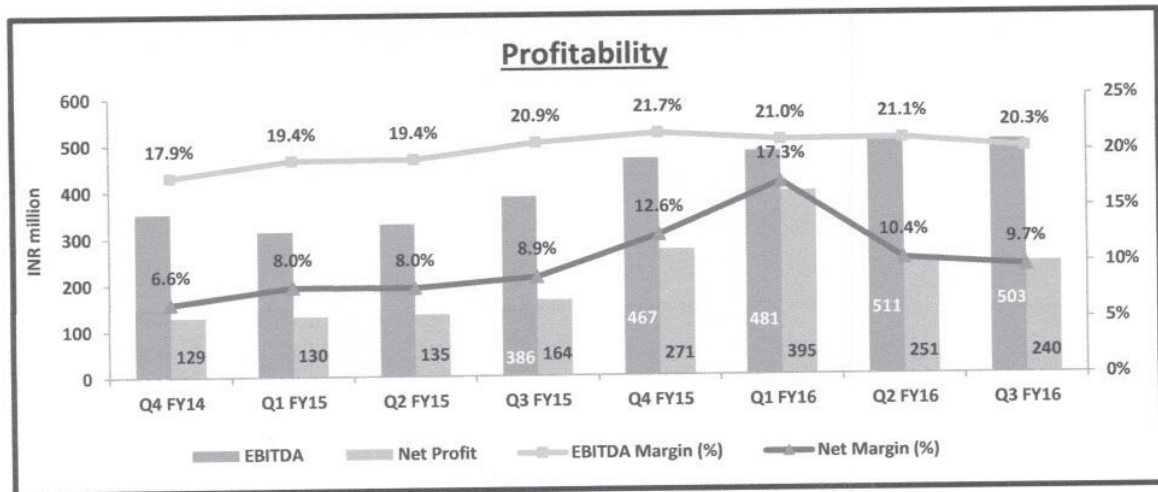
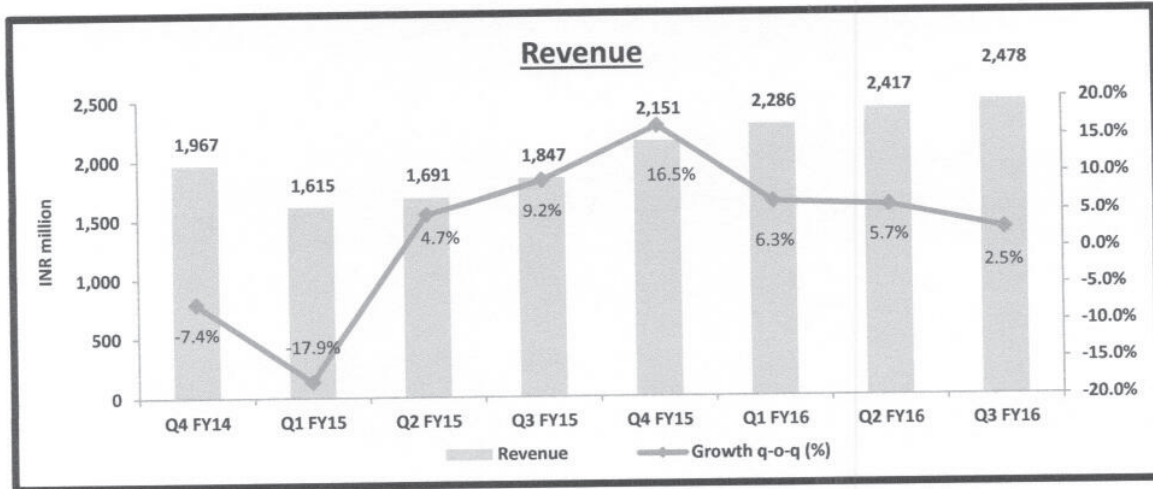
## AWARDS & RECOGNITION

- TAKE Solutions has been named a "Top 100 Software and Technology Provider" by Food Logistics (FL) Magazine. TAKE Supply Chain, a consistent FL 100 provider, offers leading supply chain collaboration and data collection solutions that enable organizations to take control of their supply chains for more rapid and more confident decision-making internally and across their trading partner networks.

## EVENTS

- TAKE collaborated with UBM India as title sponsor and hosted the 3<sup>rd</sup> Annual India Pharma Awards on 30<sup>th</sup> November, 2015 at ITC Maratha, Mumbai. The awards night was a platform for key players of the pharmaceutical sector, worldwide to exhibit their various organizational proficiencies across categories. Attended by over 500 guests from the pharma sector, at the event, Dr. Steve Arlington, Expert Advisor, TAKE Solutions addressed the assembly on challenges, opportunities and futures of the pharma industry.
- TAKE announced the launch of *pvIndia*, a forum for Heads of Post-marketed Drug Safety (Pharmacovigilance). This is a new Network specifically for Indian pharmaceutical companies aimed at improving PV processes and operational efficiencies while engaging in discussions on the regulatory framework and the expectations of the Health Authority.

## GROWTH TRENDS



## OPERATING METRICS

Revenue			
	Q3 FY16	Q2 FY16	Q3 FY15
<b>INR Million</b>	2,478	2,417	1,847
Y-o-Y growth (%)	34.2%		
Q-o-Q growth (%)	2.5%		
<b>USD Million</b>	37.6	37.2	29.8
Y-o-Y growth (%)	26.1%		
Q-o-Q growth (%)	1.1%		

Revenue by Vertical			
%	Q3 FY16	Q2 FY16	Q3 FY15
SCM	24.5%	25.5%	28.7%
LS	71.5%	71.1%	63.8%
Others	4.0%	3.4%	7.5%
<b>Total</b>	<b>100%</b>	<b>100%</b>	<b>100%</b>

Revenue by Geography			
%	Q3 FY16	Q2 FY16	Q3 FY15
US	72.6%	71.6%	72.1%
Asia	20.2%	21.2%	21.1%
RoW*	7.2%	7.2%	6.8%
<b>Total</b>	<b>100%</b>	<b>100%</b>	<b>100%</b>

\*Rest of World

Revenue Concentration			
%	Q3 FY16	Q2 FY16	Q3 FY15
Top 10 Clients	34.9%	34.9%	26.6%

Order Book			
USD MN	Q3 FY16	Q2 FY16	Q3 FY15
LS	62.3	61.2	48.8
SCM	18.2	18.3	17.9
<b>Total</b>	<b>80.5</b>	<b>79.5</b>	<b>66.7</b>

Balance Sheet Summary (As on)			
	31-Dec-15	30-Sep-15	31-Dec-14
Book Value per share (INR)	54.6	53.1	46.9
Net Worth (INR Mn)	6,549	6,370	5,630
Debt (INR Mn)	2,218	2,217	2,282
Cash & Cash Equivalents (INR Mn)	1,423	1,414	1,311
DSO	98	99	122
Net D/E (x)	0.1	0.1	0.2

Dollar Rates			
	Q3 FY16	Q2 FY16	Q3 FY15
Period Average Rate	65.94	65.01	61.98
Period Closing Rate	66.27	66.30	63.73

**CONSOLIDATED PROFIT AND LOSS ACCOUNT**  
**FOR THE QUARTER AND NINE MONTHS ENDED DECEMBER 31, 2015**

	Quarter ended			Nine Months ended		Year ended
	31-Dec-15	30-Sep-15	31-Dec-14	31-Dec-15	31-Dec-14	31-Mar-15
<i>(Figures in INR mn, except EPS)</i>						
<b>Net Sales/Income from Operations</b>	2,478	2,417	1,847	7,181	5,153	7,305
Other Income	8	2	17	195	51	82
<b>Total Revenue</b>	<b>2,486</b>	<b>2,419</b>	<b>1,864</b>	<b>7,376</b>	<b>5,204</b>	<b>7,387</b>
<b>Expenses</b>						
Cost of Sales	1,384	1,345	1,032	4,002	2,917	4,093
Other Expenses	591	561	429	1,684	1,209	1,717
	<b>1,975</b>	<b>1,906</b>	<b>1,461</b>	<b>5,686</b>	<b>4,126</b>	<b>5,810</b>
<b>Profit Before Interest, Amortization, Depreciation &amp; Tax</b>	<b>511</b>	<b>513</b>	<b>403</b>	<b>1,689</b>	<b>1,078</b>	<b>1,577</b>
Product Development Expenses Written off	128	124	116	379	303	393
Depreciation	60	60	49	187	153	203
<b>Profit before Interest &amp; Tax</b>	<b>323</b>	<b>328</b>	<b>238</b>	<b>1,124</b>	<b>622</b>	<b>981</b>
Finance Charges	33	37	39	97	97	127
<b>Profit before Tax</b>	<b>290</b>	<b>291</b>	<b>199</b>	<b>1,026</b>	<b>525</b>	<b>854</b>
Tax	37	29	14	93	52	54
<b>Profit before Minority interest</b>	<b>253</b>	<b>262</b>	<b>185</b>	<b>934</b>	<b>473</b>	<b>799</b>
Minority interest	13	11	21	49	45	100
<b>Net Profit</b>	<b>240</b>	<b>251</b>	<b>164</b>	<b>885</b>	<b>428</b>	<b>699</b>
<b>Basic Earnings Per Share (INR)</b>	<b>2.00</b>	<b>2.09</b>	<b>1.37</b>	<b>7.38</b>	<b>3.57</b>	<b>5.83</b>
<b>Diluted Earnings Per Share (INR)</b>	<b>1.98</b>	<b>2.06</b>	<b>1.37</b>	<b>7.30</b>	<b>3.56</b>	<b>5.82</b>