

## Earnings Release for the Quarter ended June 30, 2016

Chennai, India – Thursday, August 04, 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 June 30, 2016.

### FINANCIAL PERFORMANCE

Particulars	Figures in	Q1 FY17	Q4 FY16	Q1 FY16	Change (%)	
					Q-o-Q	Y-o-Y
<b>ORGANIC</b>						
Revenue	INR Mn	<b>2,816</b>	2,700	2,286	4.3%	23.2%
	USD Mn	<b>42.0</b>	40.0	36.0	5.1%	16.7%
EBITDA	INR Mn	<b>632</b>	595	481	6.2%	31.3%
Margin	%	<b>22.4%</b>	22.0%	21.0%	0.4%	1.4%
Net Profit	INR Mn	<b>349</b>	284	215	23.1%	62.4%
Margin	%	<b>12.4%</b>	10.5%	9.4%	1.9%	3.0%
<b>REPORTED</b>						
Revenue	INR Mn	<b>3,176</b>	3,121	2,286	1.8%	39.0%
	USD Mn	<b>47.4</b>	46.2	36.0	2.6%	31.6%
EBITDA	INR Mn	<b>611</b>	638	481	-4.3%	26.9%
Margin	%	<b>19.2%</b>	20.5%	21.0%	-1.2%	-1.8%
Net Profit	INR Mn	<b>314</b>	311	395	1.0%	-20.4%
Margin	%	<b>9.9%</b>	10.0%	17.3%	-0.1%	-7.4%
EPS	INR	<b>2.59</b>	2.56	3.29	1.2%	-21.3%

### HIGHLIGHTS

- **Strong improvement in organic profit margins**
- **Revenue grew 5.1% in USD and 4.3% in INR q-o-q**
- **Ecron Acunova (EA) completed successful USFDA audits with 'zero' observations status**
- **Launched 3 new offerings at Annual DIA conference**
- **Added 20 new clients**
- **QIP: Raised ~INR 1,800 million**
- **TAKE finds its place in the recent report by Gartner, Hype Cycle for Life Science Research and Development, 2016**

## MANAGEMENT COMMENTS

**Srinivasan H.R., Vice-Chairman and Managing Director, TAKE Solutions** said, "Growth momentum continued during the quarter ended June 30, 2016. In line with our strategy to expand our offering portfolio, we launched three new offerings during the quarter and added 20 new logos, primarily the mid and small pharma companies, which expanded our order book to USD 108 million. Organic revenue grew 4.3% with improved EBITDA margins." **He further added,** "We will continue to invest in developing new IPs, people and improving processes to profitably grow company's footprints in the Life Sciences service space. We are in a very exciting period of TAKE's growth journey, where we are well placed to grow and strengthen our market position."

### Organic Performance

- Revenue, excluding the recent acquisition of EA, grew 4.3% q-o-q and 23.2% y-o-y primarily due to good performance by Life Sciences business, which grew 5.7% q-o-q and 29.6% y-o-y.
- Since Q1 FY15, Life Sciences revenue has grown at a CQGR of 9.8% on back of strong client mining and expanded portfolio
- EBITDA margin improved 40 bps during the quarter to 22.4% compared to 22.0% in Q4 FY16 and 140 bps compared to 21.0% in Q1 FY16
- Net profit margins improved 300 bps y-o-y and 189 bps q-o-q to 12.4%. In Q1 FY16, we recorded a one-time gain of INR 180 mn on account of sale of our stake in one of the subsidiary.
- 20 new clients added during the quarter, primarily the mid and small pharma companies

### EA Integration Update

- The integration of our recent acquisition, Ecron Acunova (EA), is proceeding well, and we are starting to actively take our combined capabilities to market.
- EA completed successful USFDA audits at its Manipal & Mangalore facilities for Clinical & Bioanalytical with a highly commendable 'zero' observations status. The audits were conducted without any prior intimation until the opening meeting.
- EA revenue of INR 370 million in the quarter was favorable compared to its Q1 FY16 revenue of INR 270 million. However, it was lower compared to Q4 of FY16.
- We have started taking initiatives to strengthen the senior management and streamline the corporate structure of EA.
  - During the quarter we added 6 new members to the senior management team
  - 5 offices of EA were closed (Spain, Canada, Italy, Malaysia and Czechoslovakia). As a result, we incurred a one-time cost, which adversely impacted EA's profitability. As mentioned during our previous

earnings call, we expect the profitability of EA to improve in the second half of the year when the initiatives will start yielding results.

**Ram Yeleswarapu, President and CEO, said,** *“During the Quarter, we have stepped up on the intensity of our internal collaboration and to better understand the buying patterns of our customers along with securing clarity on cross- and up-sell opportunities within the existing customer base. Our marketing efforts are clearly yielding us the desired branding and visibility we seek to gain as a ‘Knowledge partner’ to our customers and a number of conversations are afoot, and which are reflected in our growing pipeline of qualified opportunities. We are excited about new IP assets that we launched along with our desire to create data assets to complement the talent and networks that we already possess. We sincerely believe that a holistic view of the industry and a clear insight into the direction is critical for us to continue to deliver superior outcomes to our customers, which we are constantly striving to accomplish.”*

#### SIGNIFICANT POST QUARTER EVENT

**Capital Raising:** TAKE raised INR 1,800 million through QIP. Significant interest was witnessed from foreign as well and domestic institutional investors. Company placed 10,836,800 equity shares with 14 investors. Apax Global Alpha Limited and NT Asian Discovery Master were allotted 37.22% each of the issued shares.

## BUSINESS HIGHLIGHTS

We have witnessed a very enthusiastic response for our Risk Based Management (RBM) and Quality based payments offerings. With our new offerings, we are able to meet the needs of several medium sized Pharmaceutical companies which were otherwise unable to afford such solutions. We also see continued demand for our Clinical data integration solutions.

During the quarter, our big data arm, Intelent, made significant inroads in acquiring a new client in the biotechnology space and also won an order from the US Department of Health and Human Services.

## ALLIANCE AND PARTNERSHIPS

- TAKE established a strategic and exclusive alliance with the leading clinical data aggregation and analytics platform company, ThoughtSphere. Through next generation data integration and analytics, driven by state-of-the-art and cutting edge technologies, ThoughtSphere delivers an industry leading clinical data aggregation platform, with Risk-Based Monitoring (RBM) and data quality based payments solutions. This alliance enables TAKE and ThoughtSphere to offer cloud based solutions driven by next generation big data technologies to address complex data integration and analytics needs of the LS R&D industry.

TAKE is a market leader in the clinical data aggregation space and with a number of large scale custom implementations at multi-national pharmaceutical companies, it is ideally poised to add significant value to the implementations of the ThoughtSphere solutions. TAKE's domain expertise in the clinical data area along with their knowledge of Clinical Data Standards (CDISC) would be tightly coupled with the uniqueness of the ThoughtSphere solutions to deliver superior outcomes to the industry.

## NEW OFFERINGS

- Clinical Data Aggregation (ClinDAP), Risk-Based Monitoring (ClinACT), and SPACE for contracts management and investigator payments were officially launched at the Annual DIA (Drug Information Association) in Philadelphia, PA USA.

ClinDAP is a source system agnostic platform that embeds proprietary algorithms and has a robust mapping engine and interactive visualization. ClinACT embeds the essence of TransCelerate's RACT model, has adaptive monitoring capabilities, and definable risk parameters with actionable insights for an integrated medical review. The Site Payment Integration, Budgeting & Contracting (SPACE) module enables budget scenario planning, facilitates interactive dashboards for contracts and payments, triggers payments based on data quality, and embeds an investigator collaboration portal.

## AWARDS & RECOGNITION

- TAKE Supply Chain (TSC) was recently recognized by CIO Applications Magazine in their 25 Workflow Solutions Transforming Business 2016 ranking. The ranking is in appreciation of TSC's proven track record of successful client

deployments in the workflow arena and its demonstrated prowess in helping customers attain unprecedented efficiency. This recognition from CIO Applications supports TSC's long-standing partnerships with some of the world's leading brands and its focus on providing powerful business-to-business messaging and workflow technology solutions designed specifically for supply chain performance improvement.

- TAKE was mentioned in Gartner's report, *Hype Cycle for Life Science Research and Development, 2016*. Currently we are in active conversation with Gartner for their upcoming reports and we are hopeful of finding our place in those reports too.

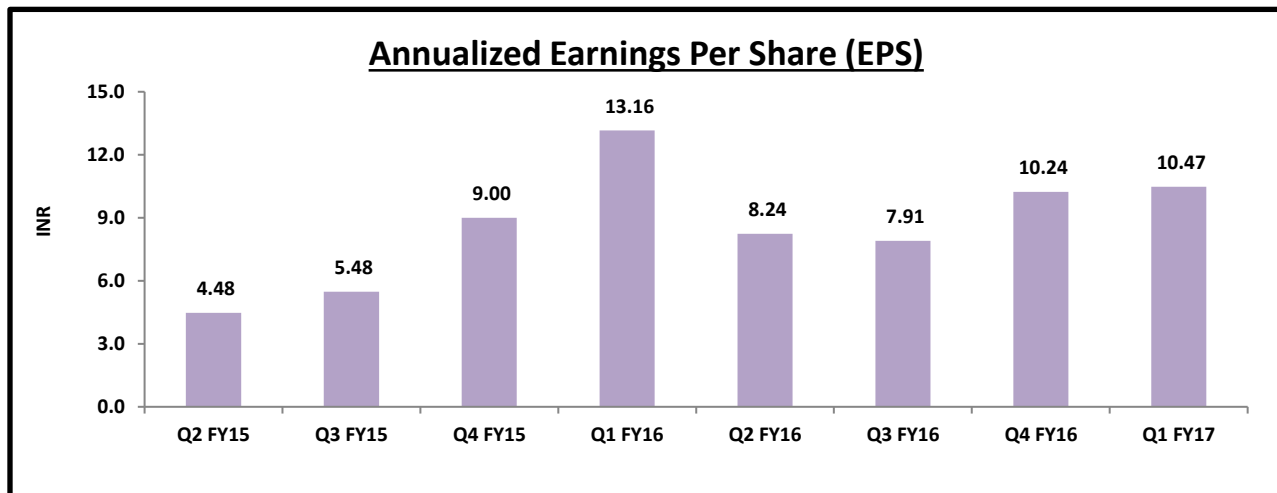
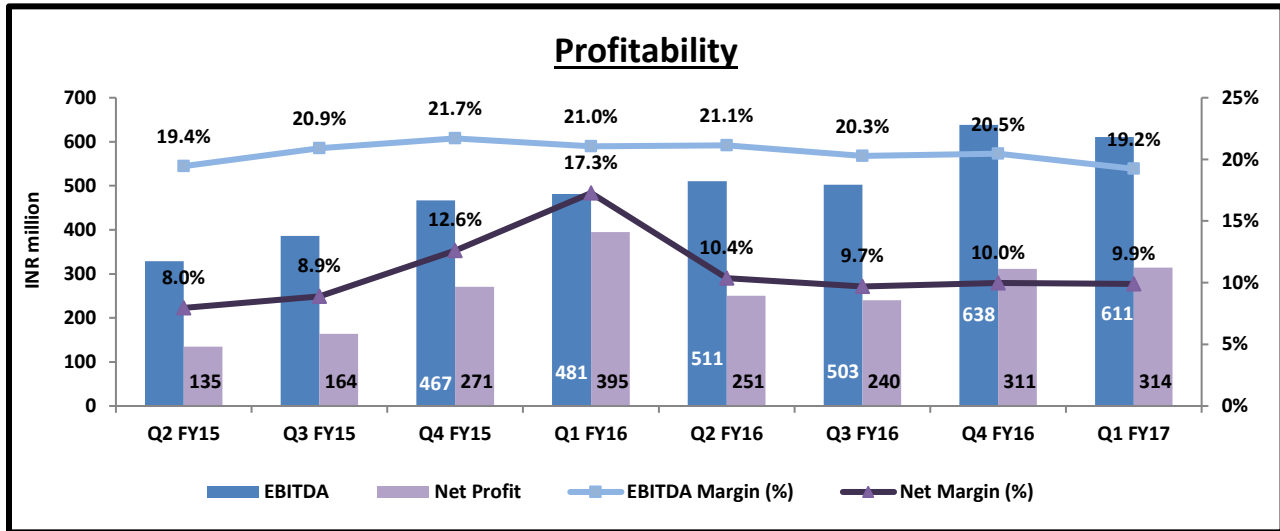
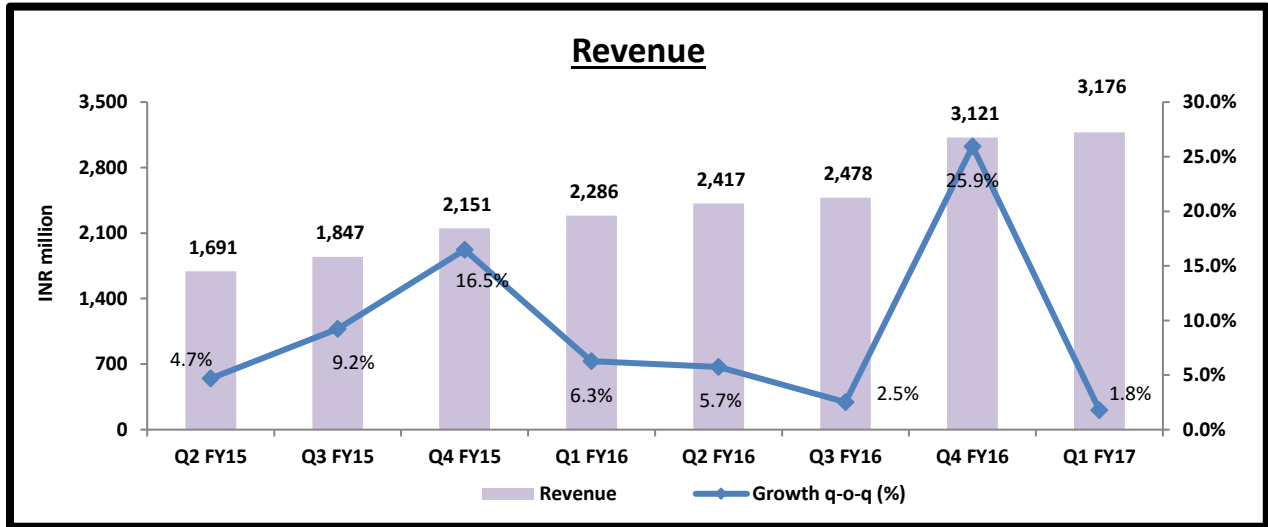
## THOUGHT LEADERSHIP FORUMS

- TAKE commenced the 2016 Spring Forums of the Life Sciences Networks in both the Pharmacovigilance and Regulatory Affairs.
  - Our forums, labelnet®, rimnet®, pvnet®, pvconnect® and pvtech® organized the summits which were very well attended by large and small pharma companies. These sessions included, regulatory updates by our legal partner, Sidley Austin, benchmark survey of the latest labelling organization models, which will be released in the near future in a White Paper as well as the labelnet Annual Report; regulatory insights by the Norwegian Health Authority; case studies & presentations from the participating pharma companies and panel discussions.
- TAKE also presented at several Thought Leadership Forums including:
  - The Digital Transformation in Pharma; Blue Users Conference; 2nd TrackWise User Group (TUG); CPhI CAPA and Root Cause Workshop; Network Forums x10 across PV and Regulatory; Navitas Networks PV Technology Showcase; Sparta Connection – Navitas Platinum Sponsor; 7th Outsourcing in Clinical Trials East Coast and DIA Annual Meeting – presented as well as chaired a session and participated in poster exhibition; Swiss Biotech Day, German Biotech Day, Outsourcing in Clinical Trials conference, PCMG conference in Rome, Italy, Clinical Trials Summit,

## Upcoming Events

- TAKE's paper on Clinical Data Integration has been accepted to be presented at PhUSE – 2016 annual event in Barcelona, Spain in September 2016
- Next Generation PV Tools webcast
- RAPS 2016 Regulatory Convergence; San Jose, CA
- Inspection readiness for PV webinar (pvIndia)
- Project Management in PV webinar

## QUARTERLY GROWTH TRENDS



## OPERATING METRICS

Revenue			
	Q1 FY17	Q4 FY16	Q1 FY16
<b>INR Million</b>	3,176	3,121	2,286
<i>Y-o-Y growth (%)</i>	39.0%		
<i>Q-o-Q growth (%)</i>	1.8%		
<b>USD Million</b>	47.4	46.2	36.0
<i>Y-o-Y growth (%)</i>	31.6%		
<i>Q-o-Q growth (%)</i>	2.6%		

Revenue by Vertical			
%	Q1 FY17	Q4 FY16	Q1 FY16
SCM	19.0%	20.0%	23.8%
LS	76.9%	76.7%	65.4%
Others	4.1%	3.3%	10.8%
<b>Total</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>

Revenue by Geography			
%	Q1 FY17	Q4 FY16	Q1 FY16
US	81.2%	77.7%	72.6%
Asia	11.2%	10.1%	20.0%
RoW*	7.6%	12.2%	7.4%
<b>Total</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>

\*Rest of World

Revenue Concentration			
%	Q1 FY17	Q4 FY16	Q1 FY16
Top 10 Clients	35.7%	35.6%	33.0%

Order Book			
USD MN	Q1 FY17	Q4 FY16	Q1 FY16
LS	94.8	89.8	57.7
SCM	13.3	13.3	18.9
<b>Total</b>	<b>108.0</b>	<b>103.1</b>	<b>76.6</b>

<b>Balance Sheet Summary (As on)</b>			
	<b>30-Jun-16</b>	<b>31-Mar-16</b>	<b>30-Jun-15</b>
Book Value per share (INR)	58.9	55.9	50.0
Net Worth (INR Mn)	7,066	6,715	6,000
Debt (INR Mn)	3,595	3,363	1,937
Cash & Cash Equivalents (INR Mn)	1,371	1,300	1,137
DSO	98	99	102
Net D/E (x)	0.3	0.3	0.1

<b>Dollar Rates</b>			
	<b>Q1 FY17</b>	<b>Q4 FY16</b>	<b>Q1 FY16</b>
Period Average Rate	67.01	67.55	63.48
Period Closing Rate	67.61	66.26	63.83



**CONSOLIDATED PROFIT AND LOSS ACCOUNT**  
**FOR THE QUARTER ENDED JUNE 30, 2016**

	Quarter ended			Year ended	
	30-June-16	31-Mar-16	30-June-15	31-Mar-16	31-Mar-15
<i>(Figures in INR mn, except EPS)</i>					
<b>Net Sales/Income from Operations</b>	<b>3,176</b>	<b>3,121</b>	<b>2,286</b>	<b>10,301</b>	<b>7,304</b>
Other Income	18	13	185	208	82
<b>Total Revenue</b>	<b>3,195</b>	<b>3,133</b>	<b>2,471</b>	<b>10,509</b>	<b>7,386</b>
<b>Expenses</b>					
Cost of Sales	1,859	1,751	1,273	5,753	4,093
Other Expenses	706	732	532	2,416	1,717
	<b>2,565</b>	<b>2,482</b>	<b>1,805</b>	<b>8,168</b>	<b>5,810</b>
<b>Profit Before Interest, Amortization, Depreciation &amp; Tax</b>	<b>629</b>	<b>651</b>	<b>666</b>	<b>2,340</b>	<b>1,577</b>
Product Development Expenses Written off	120	116	127	495	393
Depreciation	82	61	67	248	203
<b>Profit before Interest &amp; Tax</b>	<b>428</b>	<b>474</b>	<b>472</b>	<b>1,597</b>	<b>981</b>
Finance Charges	65	51	28	148	127
<b>Profit before Tax</b>	<b>363</b>	<b>423</b>	<b>445</b>	<b>1,450</b>	<b>854</b>
Tax	50	108	26	201	54
<b>Profit before Minority interest</b>	<b>313</b>	<b>315</b>	<b>419</b>	<b>1,249</b>	<b>800</b>
Minority interest	(2)	4	24	52	100
<b>Net Profit</b>	<b>314</b>	<b>311</b>	<b>395</b>	<b>1,197</b>	<b>699</b>
<b>Basic Earnings Per Share (INR)</b>	<b>2.62</b>	<b>2.59</b>	<b>3.29</b>	<b>9.97</b>	<b>5.83</b>
<b>Diluted Earnings Per Share (INR)</b>	<b>2.59</b>	<b>2.56</b>	<b>3.29</b>	<b>9.85</b>	<b>5.82</b>

## EARNINGS CONFERENCE CALL

TAKE would like to invite you for the earnings call on August 04, 2016 at 4:00 pm (IST).

### Represented by

- Srinivasan H.R., Vice Chairman and Managing Director
- D.V. Ravi, Director
- Ram Yeleswarapu, President and CEO
- Shobana NS, Chief Finance Officer

The teleconference will be moderated by **Sagar Rastogi, Technology Analyst**, Institutional Equities, Ambit Capital.

### Conference Call Details

**Time: 4:00 pm (IST) | Date: August 04, 2016**

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.			
Primary Number India:	<b>+91 22 3938 1078</b>	Toll Free Number:	USA: <b>1 866 746 2133</b>
Secondary Number India:	<b>+91 22 6746 5878</b>		UK: <b>0 808 101 1573</b>
<b>The numbers listed above are universally accessible from all networks and all countries.</b>			Singapore: <b>800 101 2045</b>
Local Access Number	<b>6000 1221</b>		Hong Kong: <b>800 964 448</b>
	Available in - Delhi, Bangalore, Chennai, Hyderabad, Kolkata		
	Accessible from all major carriers except BSNL/MTNL		
	<b>3940 3977</b>		
	Available in - Gurgaon (NCR), Bangalore, Kolkata, Cochin, Pune, Lucknow, Ahmedabad, Chandigarh		
	Accessible from all carriers.		

## About TAKE Solutions

TAKE Solutions, is a globally recognized knowledge intensive technology player, delivering comprehensive and niche solutions for enterprises across diverse sectors for over 15 years, with key expertise in Life Sciences (LS) and Supply Chain Management (SCM). In the LS domain, TAKE offers IP-based software and extensive knowledge-based solutions to enable efficient clinical, regulatory, safety and content management. In SCM, TAKE's product suite includes distinct technology with embedded IP that spans enterprise mobility, trading partner collaboration, and material tracking. TAKE encompasses specialized lines of businesses under distinct brands such as Navitas – an IP driven Life Sciences solutions company, Ecron Acunova – a specialized provider of Clinical Services to both Pharma & Biotech companies, Intelent – an expert in Life Sciences Big Data, TAKE Supply Chain & TAKE MEA – flexible, accessible, mobile Supply Chain software solution providers, APA Engineering – an International e-Sourcing and Engineering services company, TAKE Innovations – an incubator to facilitate IP Creation and TAKE Enterprise Services Inc. – a specialist provider of technology-driven business solutions and software services.

TAKE's significant recognitions include a patent win from the United States Patent and Trademark Office (USPTO) for its 'Method for Optimizing Clinical Data Standardization', a 'Leader' certification in Drug Safety Services & Life Sciences R&D IT Outsourcing from IDC, recognition as the 'Dream Employer of the Year' at the World HRD Congress and the title of 'Most Admired Brand –IT' from the Asian Customer Engagement Forum. With its global headquarters in Chennai, India, TAKE has a proven track record of delivering world-class solutions to more than 400 customers worldwide, including 9 of the top 10 global Pharma companies.

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

### 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.*

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