



Earnings Release

Quarter Ended December 31, 2018

Business Highlights Q3 FY19



Awarded 3 Year Regulatory

Renewal Contract (Value USD 15+ Mn)
From A Top 5 Global Pharma Company
*Industry practice is to award only
annual contracts*

*A Testament to the
Client's Trust
in TAKE!*



Added 7 New
Significant Logos
to our Clientele in
this Quarter



Interim **Dividend**
Of 30% declared



New Dossier Printing
Facility
inaugurated in
Chennai

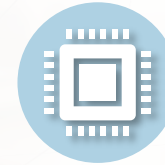


NETs forum held in New York,
London and Mumbai in
November, received highest ever
value rating of 91% from
participants

Building Our Global Clinical Capabilities

Inorganic Growth via **Strategic Acquisitions In USA**

Strengthening our
Clinical Presence
in the USA



Enhancing TAKE's own AI-driven Clinical Platform through the acquisition of **High-end Data Sciences** Capabilities



Establishing **CRO Presence In USA** enabling bidding for large global clinical trials



Increased Market Reach to small and medium players in North America



Build Domain Expertise and Consulting Capabilities through high-quality experienced team

Augmented Clinical Data Services Offerings

Specialty Clinical Functional Service Provider

Offerings include High-end SAS based statistical programming, clinical reporting and clinical data management

Therapeutic Experience

across Oncology, Cardiology, Pulmonology, Infectious Disease and Central Nervous System

Clientele



Acquired High-end Data Sciences Company **DataCeutics**

DataCeutics

Revenue Synergies



High-value Data Sciences Offering through combined capabilities



Executive Connects & Cross Selling for current clients in Regulatory and Safety verticals



Integrated Delivery Model enables bidding for high-value projects



Enhanced Domain And Technology Capabilities through the incorporation of Data Sciences into existing technology platforms

Delivery Capability Synergies

Expanding CRO Operations in USA

Acquiring US-based CRO **KAI Research**

Niche, US-based, Contract Research Organization (CRO)

Offerings include Clinical Trial
Management and Clinical
Research Consultation

Therapeutic Experience

across mental health,
musculoskeletal diseases,
neurology, infectious diseases,
oncology and medical devices

Clientele



KAI Research

Augmented Client Base



Pitch for Larger Clinical Deals with addition of
sites and local clinical trial
management
capabilities in USA



Conduct long-term and large-ticket federal studies through KAI's
strong client base of
federal agencies



Expand market reach to attract North American SMEs with
KAI's expertise in the
growing biotech market



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

Clinical Delivery Capability Synergies

Quarterly Performance



Dollar
Rates

Q3 FY19

72.02

Period Average Rate

69.57

Period Closing Rate

Q2 FY19

70.11

Period Average Rate

72.58

Period Closing Rate

Q3 FY18

64.80

Period Average Rate

63.84

Period Closing Rate

Operating Revenue (INR Millions)

Q3 FY18

4,080.21

Q3 FY19

5,216.40

Y-o-Y Growth (%)

27.85%

Q-o-Q Growth (%)

1.12%

Q2 FY19

5,158.79

Operating Revenue (USD Millions)

Q3 FY18

62.97

Q3 FY19

72.43

Y-o-Y Growth (%)

15.02%

Q-o-Q Growth (%)

-1.56%

Q2 FY19

73.58

Operating EBITDA (INR Millions)

Q3 FY18

798.09

Q3 FY19

882.27

Q3 FY19 (Adjusted)

1034.45

Y-o-Y Growth (%)

10.55%

Adjusted **29.62%**

Q-o-Q Growth (%)

-16.30%

Adjusted **-1.86%**

Q2 FY19

1,054.06

Operating EBITDA (USD Millions)

Q3 FY18

12.32

Q3 FY19

12.25

Q3 FY19 (Adjusted)

14.36

Y-o-Y Growth (%)

-0.57%

Adjusted **16.56%**

Q-o-Q Growth (%)

-18.50%

Adjusted **-4.46%**

Q2 FY19

15.03

Quarterly Profitability



Dollar
Rates

Q3 FY19

72.02

Period Average Rate

69.57

Period Closing Rate

Q2 FY19

70.11

Period Average Rate

72.58

Period Closing Rate

Q3 FY18

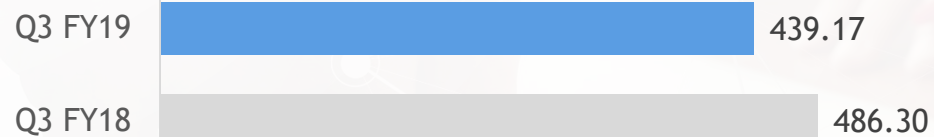
64.80

Period Average Rate

63.84

Period Closing Rate

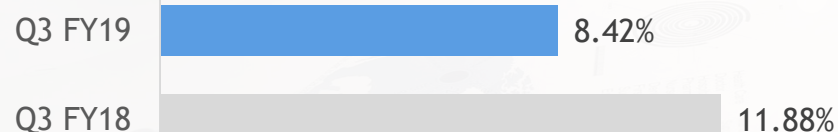
Q3 FY19 - PBT(INR)
INR 439.17 Mn



Q3 FY19 - PBT (USD)
USD 6.10 Mn



Q3 FY19 - PBT Margin
8.42%



Q3 FY19 - Tax Rate
17.19%



Increase in expenses in Q3 on account of various initiatives like Due Diligence, Legal, etc, arising out of M&A and also on account of providing for currency fluctuations during the quarter

YTD Performance



Period Average
Dollar Rates

Q3 FY19
72.02

Q3 FY18
64.80

Q2 FY19
70.11

Q2 FY18
64.37

Q1 FY19
67.02

Q1 FY18
64.56

Operating Revenue (INR Millions)

YTD FY18
11,333.20

YTD FY19
15,050.60

Y-o-Y Growth (%)
32.80%

Operating Revenue (USD Millions)

YTD FY18
175.48

YTD FY19
215.73

Y-o-Y Growth (%)
22.94%

Operating EBITDA (INR Millions)

YTD FY18
2,159.63

YTD FY19
2,868.61
YTD FY19 (Adjusted)
3,063.39

Y-o-Y Growth (%)
32.83%
Adjusted **41.85%**

Operating EBITDA (USD Millions)

YTD FY18
33.44

YTD FY19
41.19
YTD FY19 (Adjusted)
43.91

Y-o-Y Growth (%)
23.18%
Adjusted **31.31%**

YTD Profitability



Period Average
Dollar Rates

Q3 FY19
72.02

Q3 FY18
64.80

Q2 FY19
70.11

Q2 FY18
64.37

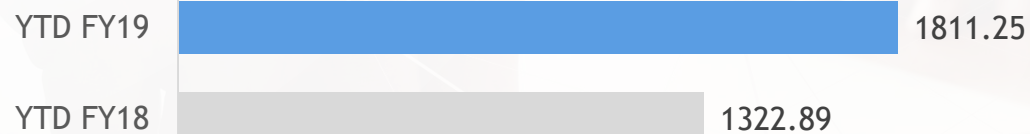
Q1 FY19
67.02

Q1 FY18
64.56

YTD FY19 - PBT(INR)
INR 1,811.25 Mn



36.92%



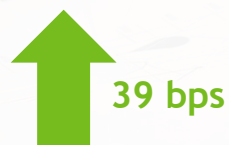
YTD FY19 - PBT (USD)
USD 26.08 Mn



27.28%



YTD FY19 - PBT Margin
12.03%



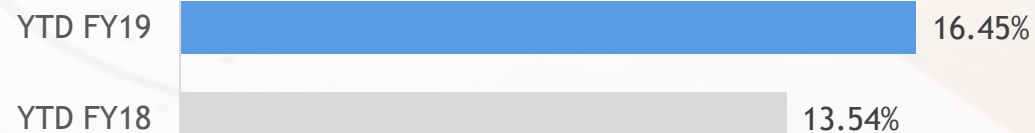
39 bps



YTD FY19 - Tax Rate
16.45%

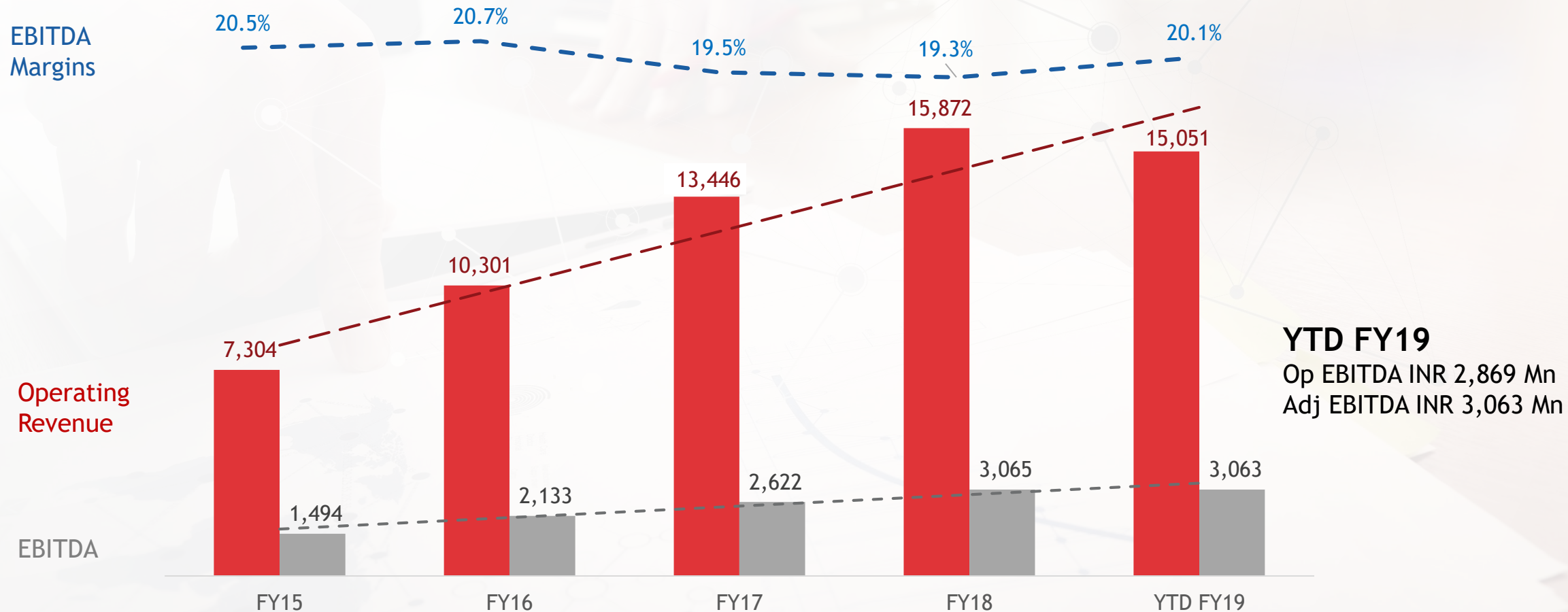


291 bps



Financial Growth

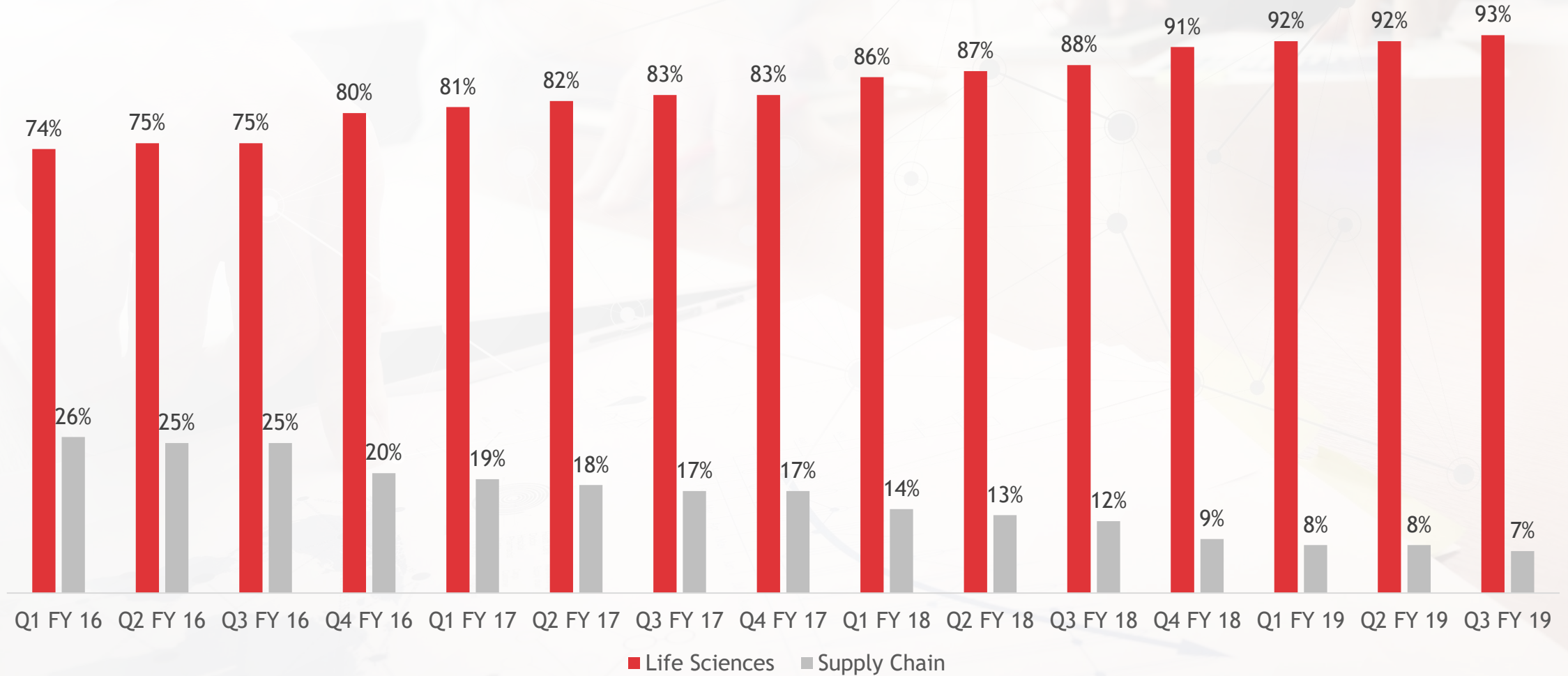
Delivering Growth with Healthy Margins



Operating Revenue and EBITDA in INR Millions

Revenue Composition

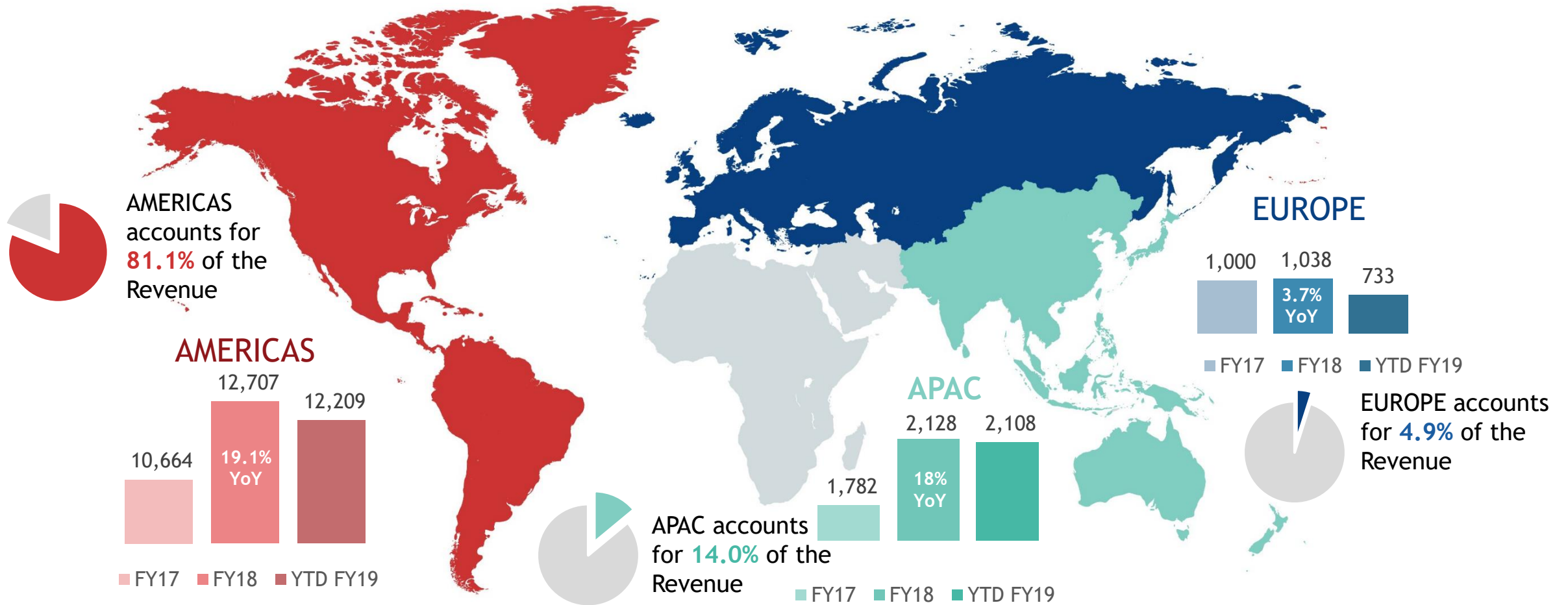
Moving towards 100% from Life Sciences!
(Q1 FY16 - Q3 FY19)



Revenue from **Life Sciences** has grown at **7.78% CQGR** as compared to the overall growth in revenue of 6.07% CQGR.

LS Revenue Across Geographies

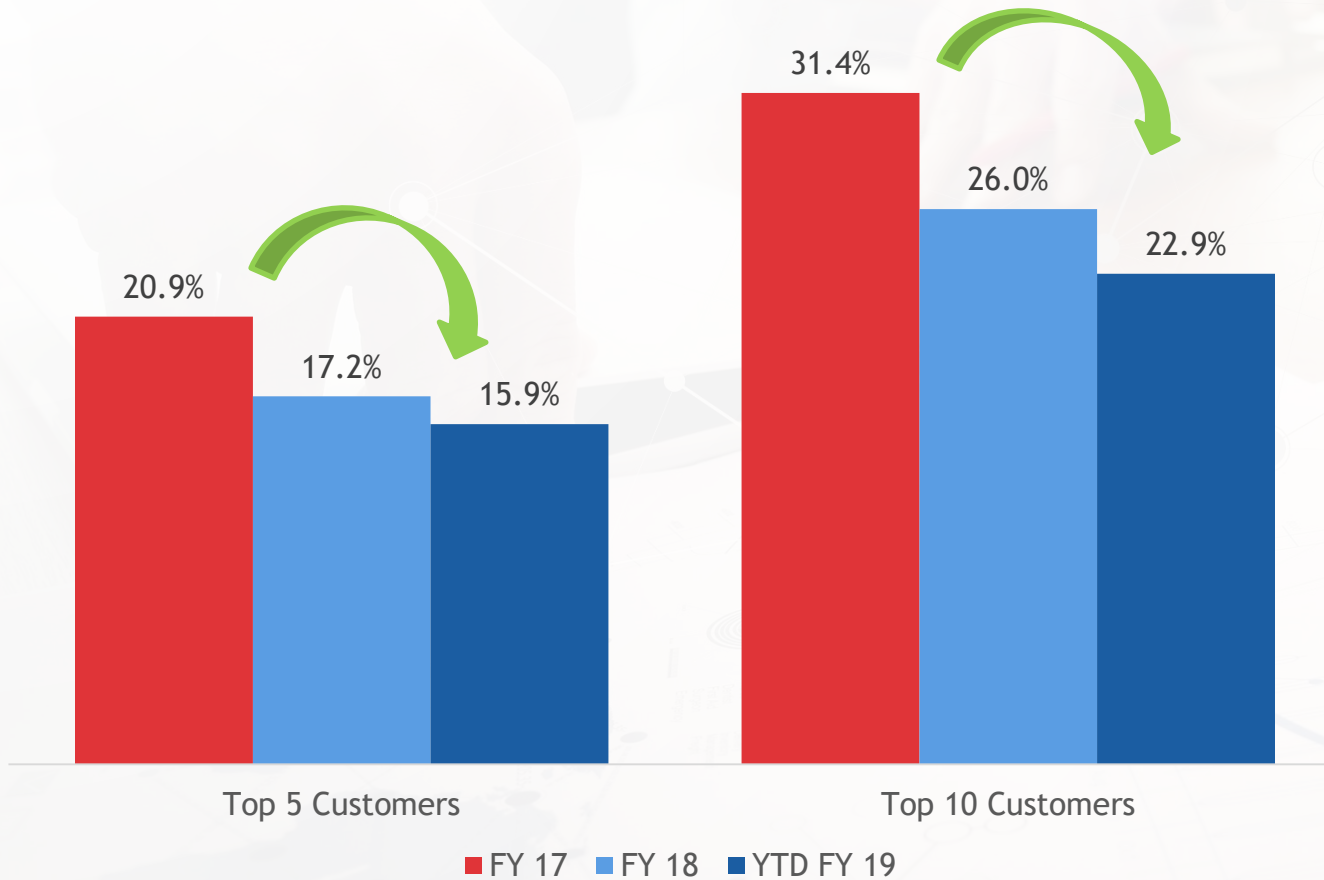
*Significant increase in
AMERICAS and APAC footprint*



TAKE has widened its business in the **AMERICAS**, while sustaining its Europe operations

Diversifying Customer Base

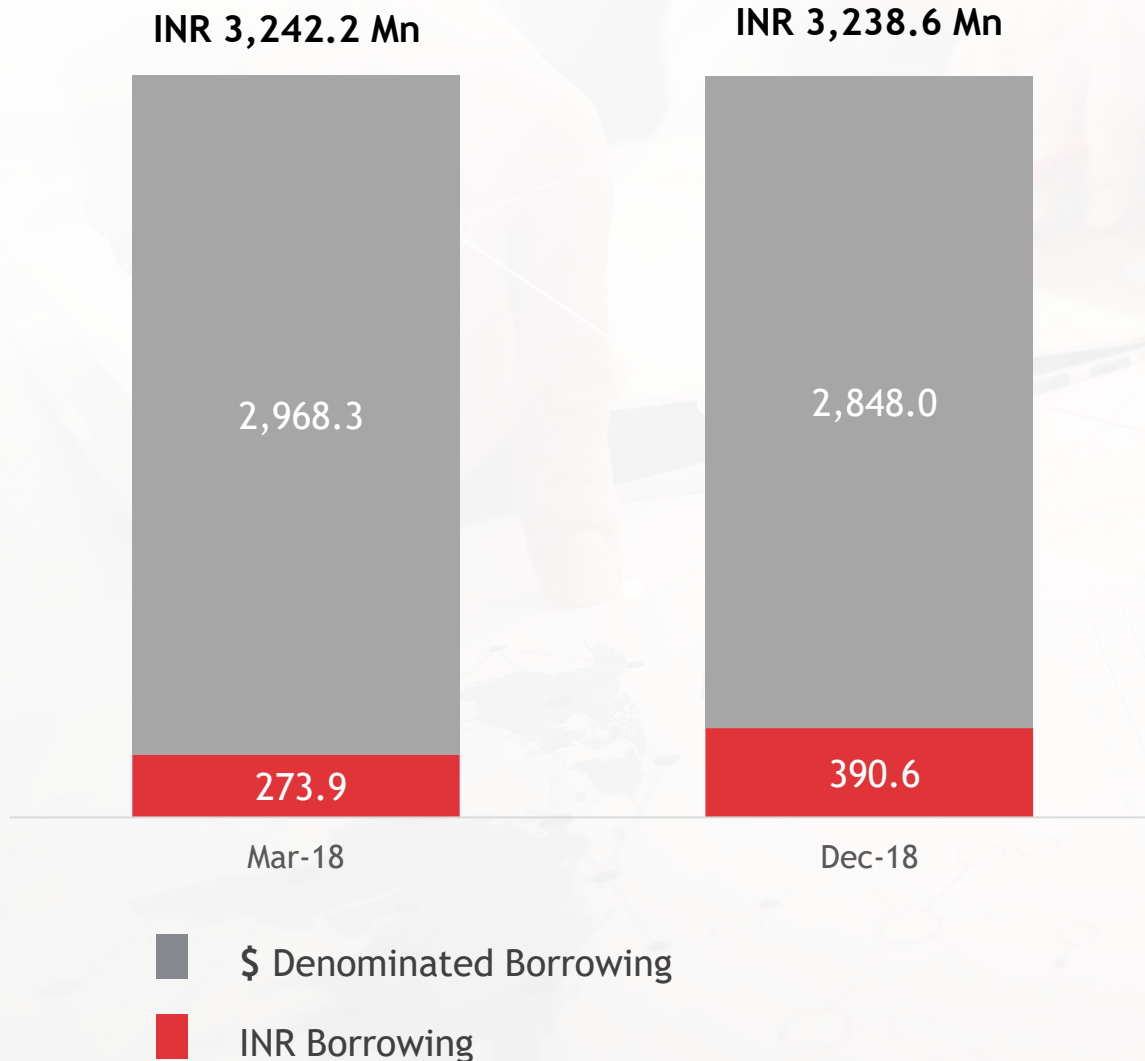
Reduced dependency on Top Customers



TAKE has **Widened** its **Customer Base** over the financial year, thereby reducing the dependency on top customers, without having to lose any of its large accounts. This is also on account of TAKE's **Penetration Into Market** comprising of small and medium size players.

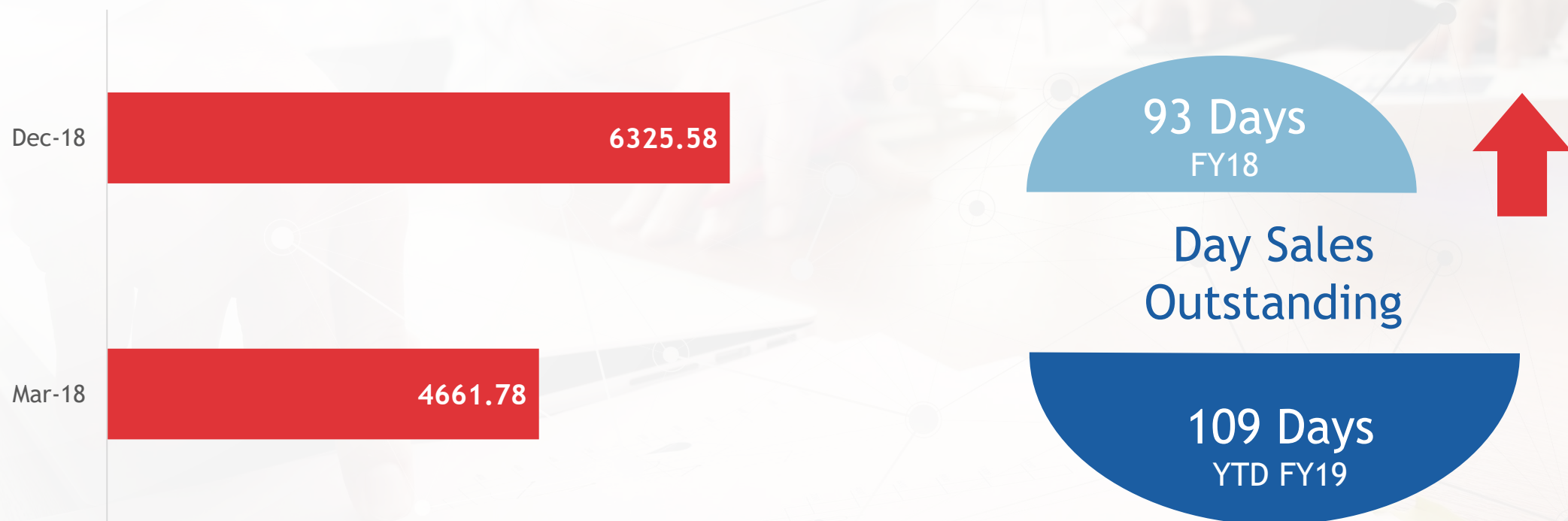
Borrowings

No increase in Borrowings!



The total borrowings of the Group has not increased since December 2017. The additional fund requirements have been **Funded From Internal Accruals And Capital Infusion** through preferential allotment.

Trade Receivables

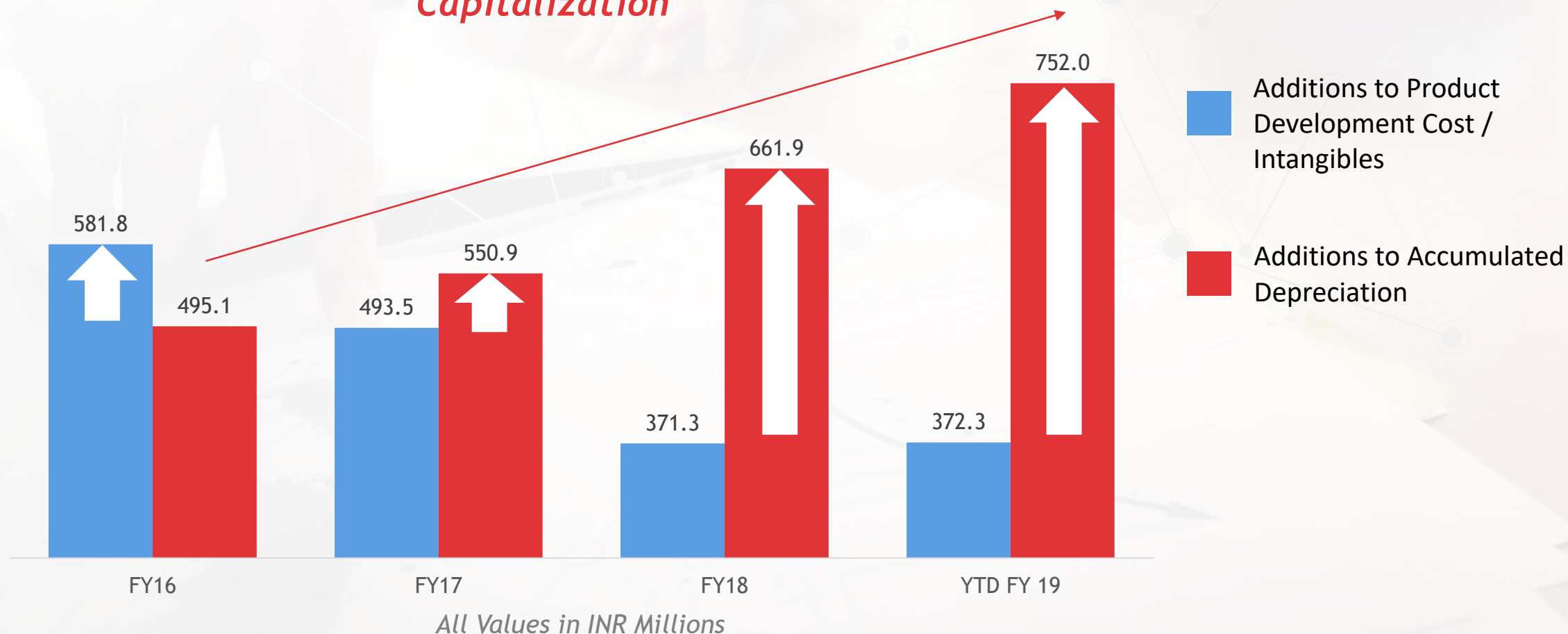


The Trade Receivables balance as on December 31st 2018 stands at INR 6,325.58 Mn, which is an **Increase Of INR 1,663.80 Mn** over March 31st 2018. The Day Sales Outstanding has also gone up to 109 days as on Dec 2018, which is a **16 Days Increase** from March 31st 2018. This increase can be attributed to our **Penetration into the Life Sciences Vertical** and consequent alignment with the industry benchmark.

Technology Assets

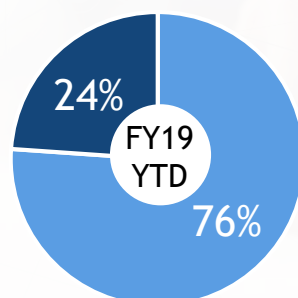
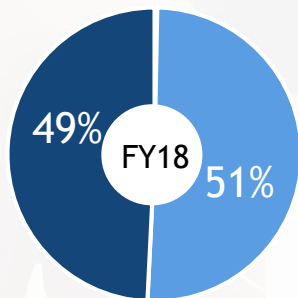
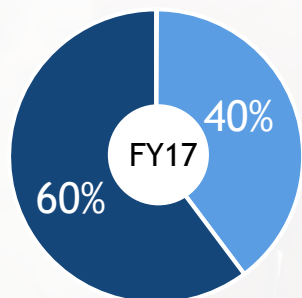
Systemically reducing Intangible Assets

For the last 3 years,
*Amortization Expense Is Greater Than
Capitalization*



Tangible Assets

Consistently investing in Expanding Infrastructure



Tangible Assets



Intangible Assets

Our Investment Pattern is targeted at expanding our **Tangible Assets**

Nitrogen Generator

LCMS TSQ Quantum

Data Logger System

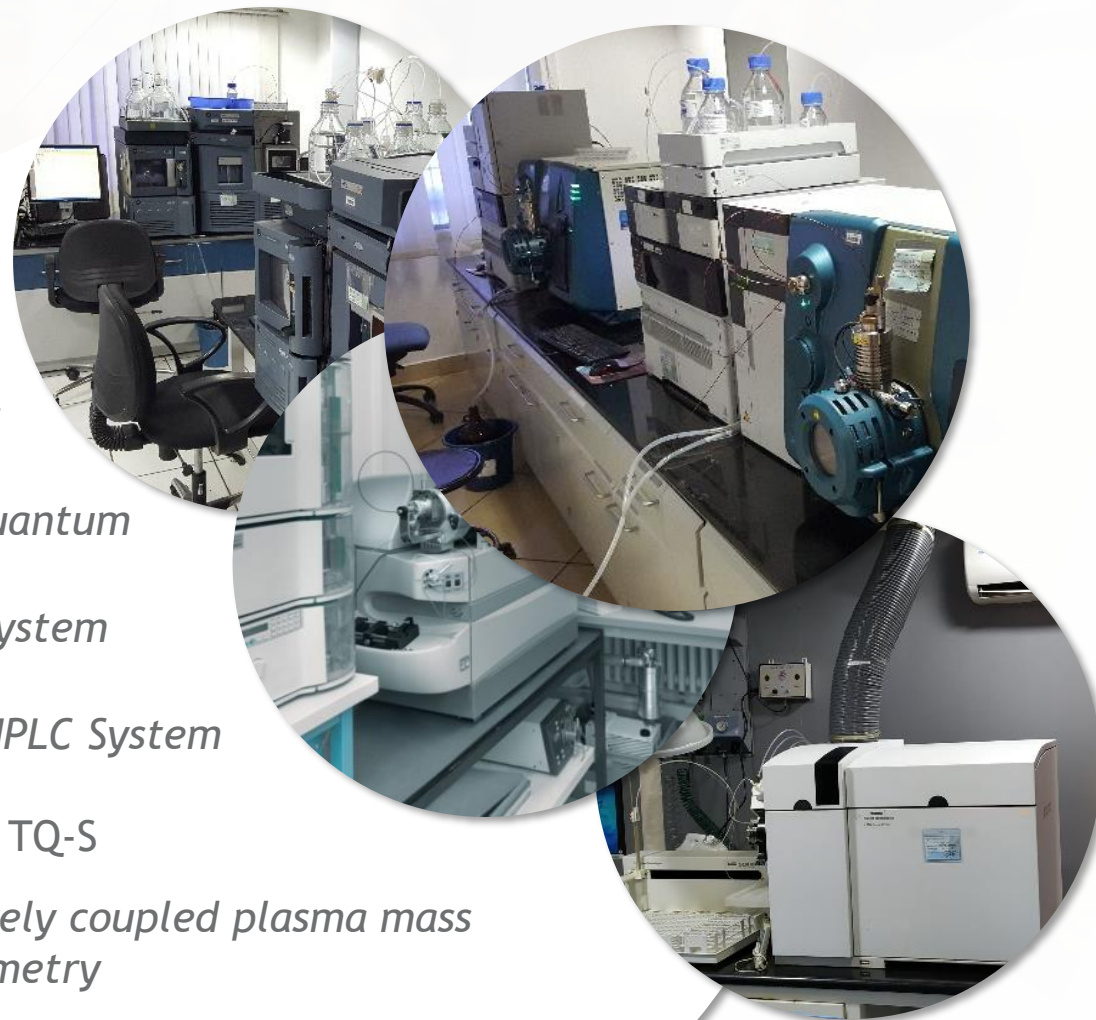
Prominence HPLC System

Waters Xevo TQ-S

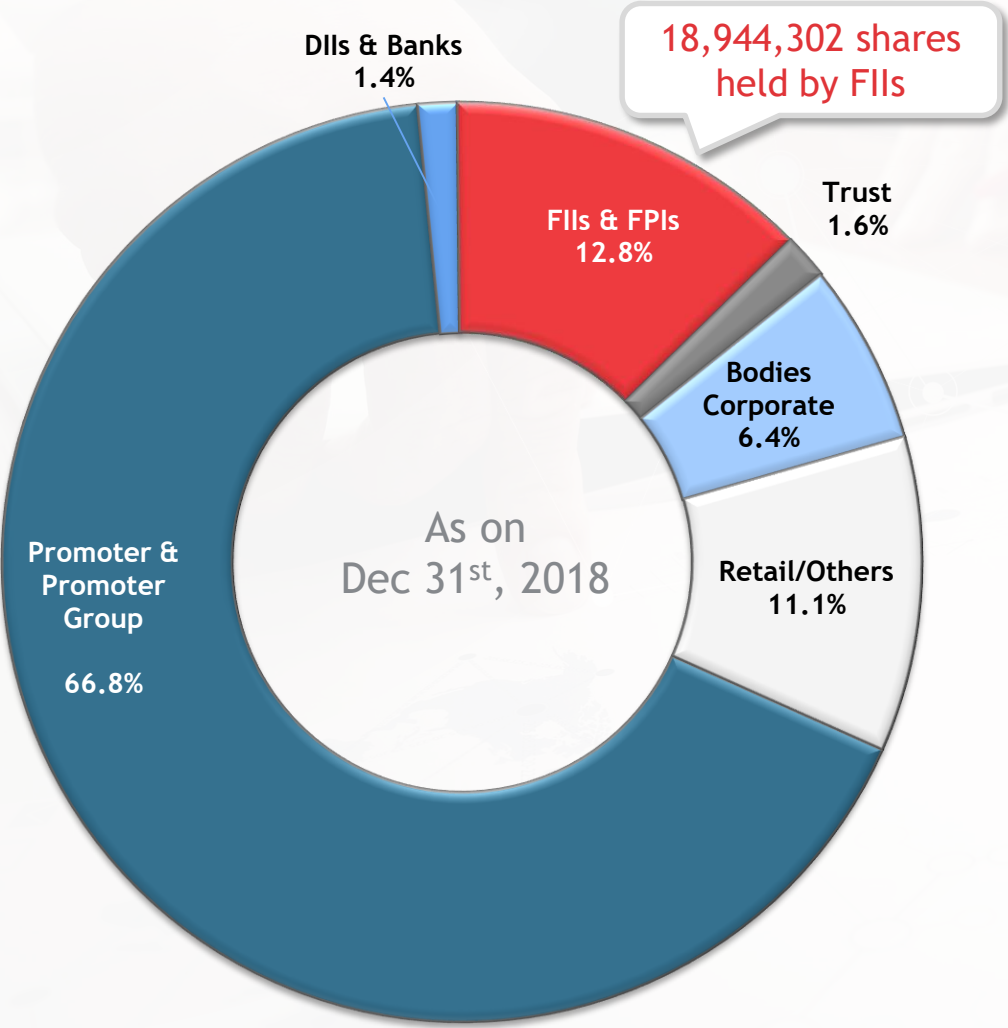
Inductively coupled plasma mass spectrometry

Thermo TSQ Ultra

Bio-Chemistry Analyzer



Shareholding Pattern



Top Institutional Investors

Investor Name	No of Shares held	%
Schroder International	2,942,110	1.99%
First State Investments ICVC	2,755,407	1.86%
Sundaram Mutual Fund	1,922,713	1.30%
TKP Investments BV	1,772,918	1.20%

Earnings Conference Call Represented By

Srinivasan H.R.

Vice Chairman and
Managing Director

Ram Yeleswarapu

President and CEO

Subhasri Sriram

CFO and Executive
Director

Shobana N S

Executive Director

The teleconference will be moderated by
Kashyap Pujara, Axis Capital Limited

Conference Call Details

Time: 4:00 pm (IST) | Date: February 13, 2019 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: +91 22 6280 1145/ 91 7115 8046

Local Access Number: +91 70 4567 1221

International Dial In

Hong Kong: 800 964 448

Singapore: 800 101 2045

UK : 080 8101 1573

USA : 186 6746 2133



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THANK YOU

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