Technology, Analytics, Knowledge, Enterprise

Celebrating
15
Years

TAKE®
Enabling Business Efficiencies

15 Years

Life Sciences

Revenue: ₹ 1000 Cr.

PROGRESSING VISION

Annual Report **2015-16**

CONTENTS

PROGRESSING VISION

The path to groundbreaking success is forged as a result of far-thinking vision; a vision that does not rest on set standards of excellence, but one that shatters records to progress beyond. For TAKE Solutions, FY16 marked the milestone 15th year of this progressing vision where we saw our best performance yet. Many high growth opportunities were recognized and seized as a result of a conscious strategy envisaged over the recent past, resulting in targets being surpassed and record numbers being celebrated. A strong precedent has been set for a future with tremendous potential.

We have continued to make our presence felt in the rapidly evolving Life Sciences domain as a 360 degree solutions provider and preferred partner to clients across the globe. The dynamic industry has been witnessing waves of transformation over recent times as a result of multiple factors. With our tremendous understanding and expertise gathered over years of operation, key industry associations and long standing relationships with clients, we are in a highly advantageous position to deliver specialized boutique services to Life Science players of all sizes and scale.

The Company continues to be driven by innovation which forms the core differentiator and competitive advantage in our value proposition across the niche business we serve through our brands. The emphasis on IP-generation and intrapreneurship has consistently led to the creation of ideas and services that generate superior value to our customers.

Our milestone 15th year has truly been a highlight in our journey as a knowledge intensive innovator; launching ground breaking initiatives and building for the future in specialized verticals. The success we continue to achieve serves as a validation of our domain expertise and delivery excellence. The industry's confidence, backed by our proven capabilities and a highly motivated and skilled pool of talent, will propel the strong growth further in the years to come. We embrace the coming year with renewed drive and excitement as we make further imprints on our path to progress.

15 Years
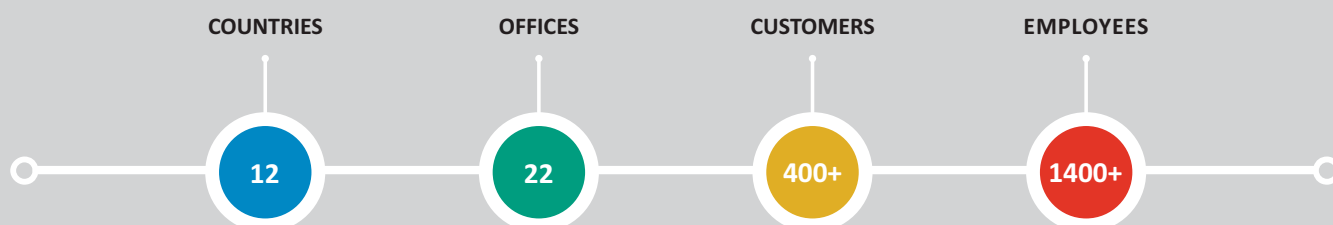
Life Sciences

Revenue: ₹ 1000 Cr.

ABOUT US

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 niche operations in Supply Chain Management (SCM), the brand TAKE Solutions encompasses specialized lines of businesses under distinct brand identities serving industries across pharmaceuticals, high technology, consumer packaged goods, oil & gas and automotive. An IP-driven domain expert, TAKE offers extensive knowledge-based solutions to enable efficient clinical, regulatory, safety and content management in Life Sciences. With a work force comprising of Life Sciences experts, PhDs and medical doctors, TAKE adds value to global clients as a 360 degree solutions provider with an unmatched combination of consulting and technology prowess. In SCM, TAKE's product suite includes distinct technology with embedded IP that spans enterprise mobility, trading partner collaboration, and material tracking.

In FY16, TAKE expanded its geographic footprint and augmented its Life Sciences subject matter coverage with the acquisition of Ecron Acunova, a Life Science services specialist. With this acquisition, TAKE established a firm presence in Europe and Nordic countries, while adding expertise in the growth areas of Biosimilars, Regenerative Medicine and Diagnostic Imaging Studies. The Company also set up a U.S. based subsidiary Intelent, to ascend into the trending sphere of Life Sciences Big Data.

On the strength of the new developments witnessed in FY16, a tremendous year end performance, knowledge intensive services backed by innovation and the confidence displayed year on year by clients across the globe, TAKE's vision of progressing beyond set standards continues into the new year.

COUNTRIES	OFFICES	CUSTOMERS	EMPLOYEES
12	22	400+	1400+

USA

EUROPE

MIDDLE EAST & AFRICA

APAC

LAT AM

THE TAKE BRAND FAMILY

NAVITAS®
INFORM · SIMPLIFY · ENABLE

AN IP DRIVEN PURE-PLAY LIFE SCIENCES BRAND

ECRON ACUNOVA

A SPECIALIZED PROVIDER OF CLINICAL SERVICES
TO BOTH PHARMA & BIOTECH COMPANIES

Intelent

AN EXPERT IN LIFE SCIENCES BIG DATA

TAKE
Innovations Inc.

AN INCUBATOR TO FACILITATE IP CREATION

TAKE SUPPLY CHAIN | **Towell-TAKE** solutions
Enabling Business Efficiencies | **mirnah** Technology Systems

FLEXIBLE, ACCESSIBLE, MOBILE SUPPLY CHAIN
SOFTWARE SOLUTION PROVIDERS

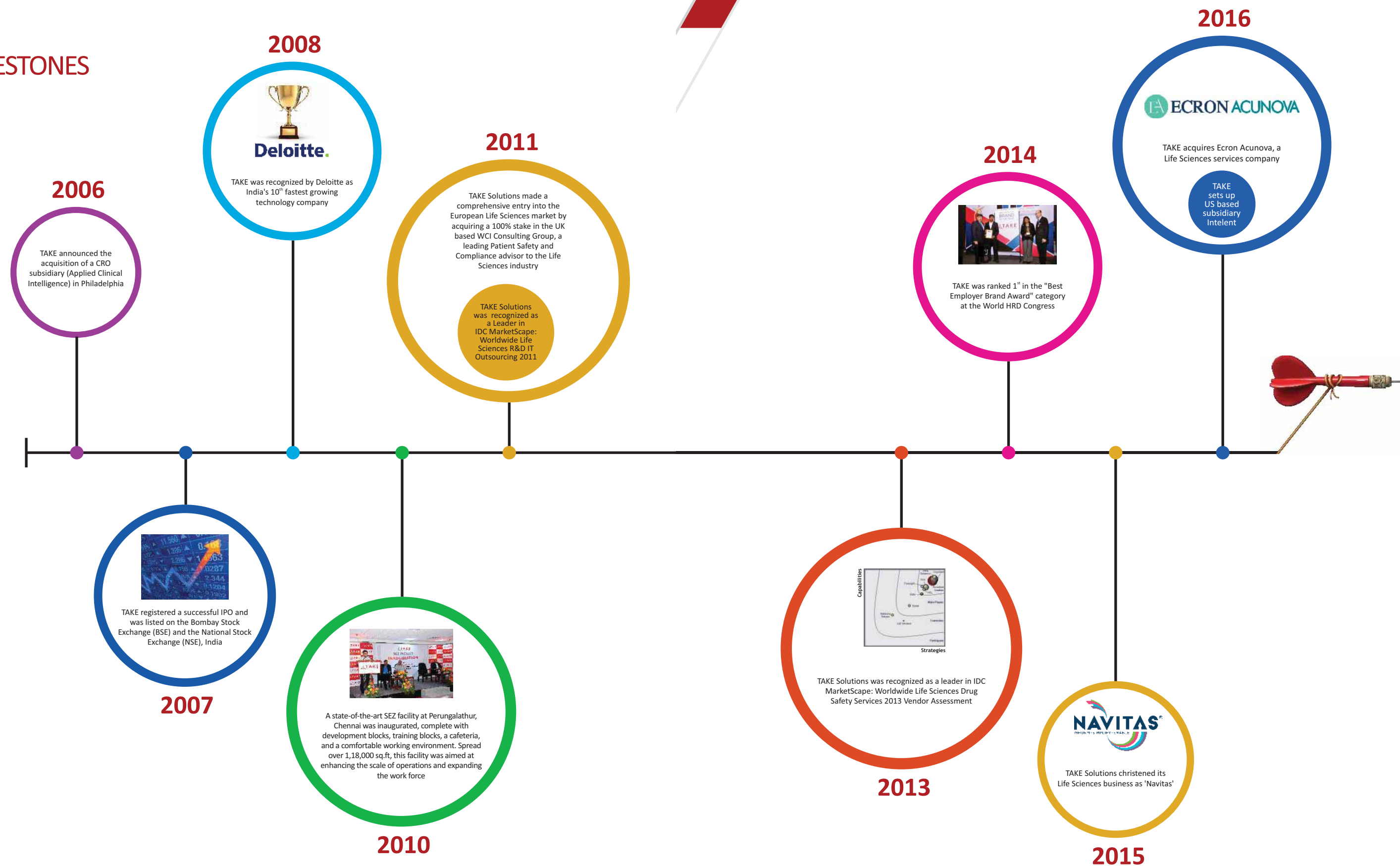**APA ENGINEERING**
A Class APArt

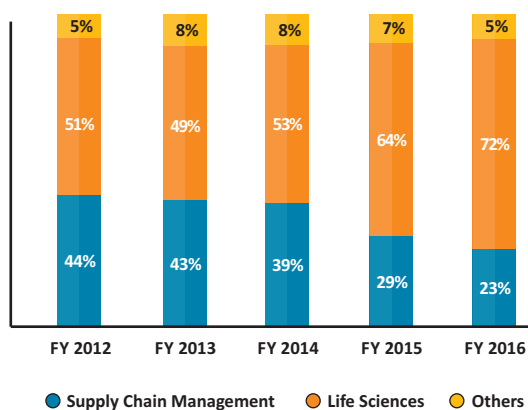AN INTERNATIONAL E-SOURCING
AND ENGINEERING SERVICES COMPANY

TAKE

A SPECIALIST PROVIDER OF TECHNOLOGY-DRIVEN
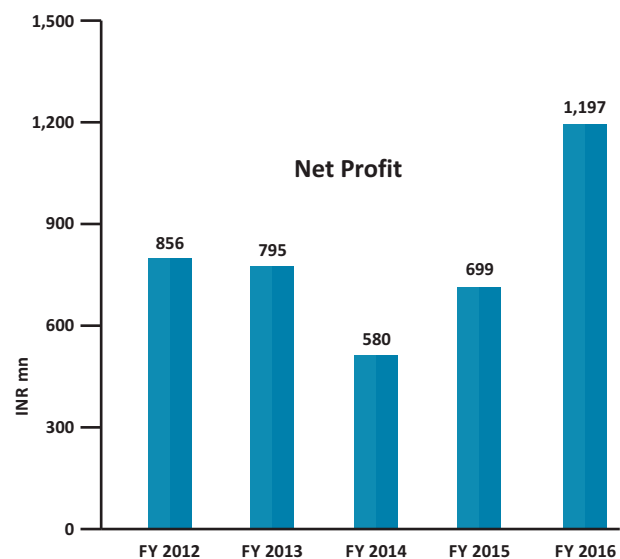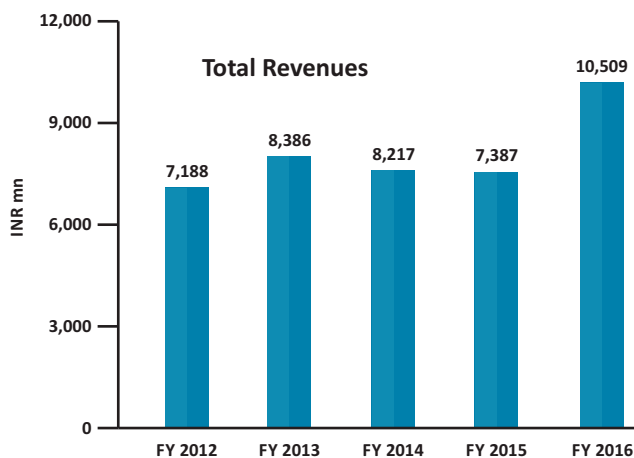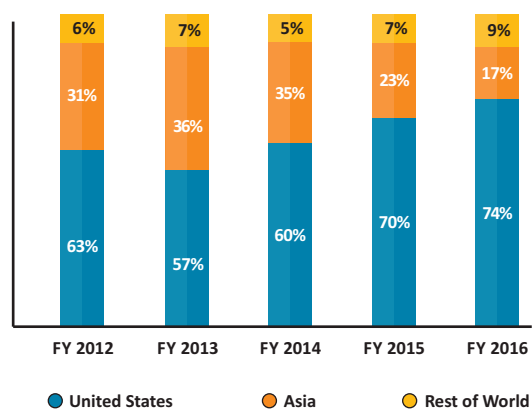BUSINESS SOLUTIONS AND SOFTWARE SERVICES

MILESTONES

2006

TAKE announced the acquisition of a CRO subsidiary (Applied Clinical Intelligence) in Philadelphia

2007

TAKE registered a successful IPO and was listed on the Bombay Stock Exchange (BSE) and the National Stock Exchange (NSE), India

2008

Deloitte.

TAKE was recognized by Deloitte as India's 10th fastest growing technology company

2010

A state-of-the-art SEZ facility at Perungalathur, Chennai was inaugurated, complete with development blocks, training blocks, a cafeteria, and a comfortable working environment. Spread over 1,18,000 sq.ft, this facility was aimed at enhancing the scale of operations and expanding the work force

2011

TAKE Solutions made a comprehensive entry into the European Life Sciences market by acquiring a 100% stake in the UK based WCI Consulting Group, a leading Patient Safety and Compliance advisor to the Life Sciences industry

TAKE Solutions was recognized as a Leader in IDC MarketScape: Worldwide Life Sciences R&D IT Outsourcing 2011

2013

TAKE Solutions was recognized as a leader in IDC MarketScape: Worldwide Life Sciences Drug Safety Services 2013 Vendor Assessment

2014

TAKE was ranked 1st in the "Best Employer Brand Award" category at the World HRD Congress

2015

NAVITAS

TAKE Solutions christened its Life Sciences business as 'Navitas'

2016

ECRON ACUNOVA

TAKE acquires Ecron Acunova, a Life Sciences services company

TAKE sets up US based subsidiary Intelent

FINANCIAL HIGHLIGHTS

Revenue by Vertical

	FY 2012	FY 2013	FY 2014	FY 2015	FY 2016
Others	5%	8%	8%	7%	5%
Life Sciences	51%	49%	53%	64%	72%
Supply Chain Management	44%	43%	39%	29%	23%

● Supply Chain Management ● Life Sciences ● Others

Revenue by Geography

	FY 2012	FY 2013	FY 2014	FY 2015	FY 2016
Rest of World	6%	7%	5%	7%	9%
Asia	31%	36%	35%	23%	17%
United States	63%	57%	60%	70%	74%

● United States ● Asia ● Rest of World

Total Revenues

INR mn

FY 2012	FY 2013	FY 2014	FY 2015	FY 2016
7,188	8,386	8,217	7,387	10,509

Net Profit

INR mn

FY 2012	FY 2013	FY 2014	FY 2015	FY 2016
856	795	580	699	1,197

- The consolidated total revenue for the year was INR 10,509 million (USD 160.4 million), a 42.3% increase over FY 2015
- Net Profit for the period was INR 1,197 million (USD 18.3 million), a 71.3% increase over FY 2015
- The diluted Earnings Per Share (EPS) for the period was INR 9.85 compared to 5.82 in FY 2015
- The Board recommended total dividend of ₹1.00 (100% of paid up capital) for FY 2016

HIGHLIGHTS OF THE YEAR

1. TAKE was awarded a patent by the United States Patent and Trademark Office (USPTO) for its "Method for Optimizing Clinical Data Standardization". This process leverages TAKE Solutions' Clinical Accelerators to reduce the time taken to standardize trial data by over 50% (when compared to standardization without the accelerators), thus reducing time to market.

2. TAKE launched its new Latin American hub in Bogotá, Colombia. The Latin American hub will provide document, report and submission level publishing for simple and complex submission applications including life cycle management. It will also provide invaluable subject matter expertise in evolving electronic submissions standards, health authority specific guidelines and processes.

3. TAKE integrated industry insights from its subscription based network (Nets) meetings (managed by its brand Navitas) in the regulatory domain along with its own technology capabilities and partnerships into a unique and innovative suite of process outsourcing services for Life Sciences companies under the banner 'Process Outsourcing enhanced by Technology'. Along with delivering Regulatory services through this suite, Navitas will also provide invaluable subject matter expertise in evolving electronic submissions standards and health authority specific guidelines and processes.

4. TAKE's RoutePro Unwired 1.0, developed in cooperation with SAP Co-Innovation Lab in Bangalore, has been certified for integration with SAP® Mobile Platform version 3.0. This configuration meets the requirements for connecting mobile application RoutePro Unwired 1.0 to SAP ERP version 6, enhancement package 6 using SAP Mobile Platform 3.0.

CUSTOMER WINS

Life Sciences

- TAKE won its first USD 10+ Mn. contract from a large global pharmaceutical company, with an ongoing agreement till 2024 and an estimated annual increment of 15%. This stands testimony to the global market's confidence in the TAKE brand promise of delivering world-class solutions.

- TAKE celebrated its landmark 100th customer win for pharmaREADY, its fully integrated, regulatory compliant, web-based suite of solutions. FY16 also saw the Company's first pharmaREADY license sale in China.

- TAKE won its first implementation order in Taiwan for TrackWise, an Enterprise Quality Management Solution (EQMS) system. The Company also won multiple orders for resale and implementation, validation services and extensions from global clients.

- TAKE won orders from global clients towards customization and AMC of TraceReady applications.

- TAKE received extension orders related to Gemini NxG Implementation from multi-national pharma clients.

- TAKE also won a data migration order from a South Korean pharmaceutical company.

Supply Chain Management

- TAKE MEA Dubai bagged a Direct Store Delivery (DSD) order in Qatar, to be deployed with intelligent reporting and the enhanced version of RoutePro.Net. Towell-TAKE Solutions LLC, Oman, was also awarded the project for implementing RoutePro Tablet Direct Store Delivery (DSD) Automation System for a leading FMCG Distribution company. Additionally, TAKE MEA Dubai bagged DSD orders from one of UAE's largest FMCG distributors for automation of their direct van sales.

- TAKE MEA won an order from a leading Muscat headquartered construction and Industrial equipment group for implementing its Asset Tracking & Management System (ATMS). TAKE offered its Web Based ATMS solution. Towell-TAKE Solutions, Oman also won an ATMS implementation order from a central institution for maintenance of asset registration, allocation and transfer records.

- TAKE Jeddah won an order from a leading pharma and consumer goods distributor for RPx and MERx (the next generation solution for sales & merchandising business analytics) built on Qlikview.

- TAKE Supply Chain Austin was awarded a contract for the implementation of its OneSCM Enterprise solution for business messaging, workflow and back office procurement transactions.

AWARDS & ACCOLADES

TAKE has constantly strived to beat its own stringent standards of excellence year on year; and FY16 has been no exception. The Company has once again been recognized by industry peers and prestigious evaluators alike for its service excellence and exemplary talent management practices. Below is an overview of the achievements and recognitions bestowed on TAKE during FY16 -

- Declared 'HR Company of the Year' from amongst over 400 companies at the World HRD Congress

- Adjudged the 'Most Admired Brand - IT' at the 5th Asian Customer Engagement Forum Awards that recognize excellence in Branding, Marketing and CSR

- TAKE's client Strides Arcolab was declared the winner of the Dataquest Business Technology Awards under the 'Mobility' category for successful implementation of TraceReady Material Traceability solution at their warehouses

- Listed in Food Logistics magazine's FL 100+ Software & Technology Providers list

- TAKE subsidiary Ecron Acunova felicitated with 'Bio Excellence Awards - Bioservices Category' at Bangalore India Bio 2016, India's leading Biotech event

INDUSTRY EVENTS

CPHI Pre-Connect Congress

TAKE partnered with leading global Pharma event managers UBM & CPHI to organize the CPHI Pre-Connect Congress. Held at Mumbai, India, the event saw the gathering of the Pharma/ Biotech industry's leading minds for the discussion and ideation on relevant and current industry topics. The event featured insightful speeches and panel discussions from the Leadership, Top Management, CIOs & Thought Leaders of leading global Pharma companies with over 400 dignitaries in attendance. The event included an address by Mr. Jim Tizzard, CEO Navitas on India's Growing Contribution to Global Pharma as well as the participation of Mr. Govind Srinivasan, Vice President – Technology Group, TAKE Solutions in a panel discussion on an assessment of Data Integrity Compliance in Indian Pharma.

India Pharma Awards 2015

In partnership with UBM, TAKE was also the presenting sponsor of the India Pharma Awards 2015, the 3rd edition of India's foremost ceremony recognizing innovation and excellence in the Pharma/Biotech industries. The grand ceremony held in Mumbai saw the presence of the crème-de-la-crème of Indian and Global Pharma Leadership. The highlight of the ceremony was the keynote address by TAKE's advisor Dr. Steve Arlington, a globally renowned industry expert with over 35 years of experience. Dr. Arlington has led and built major pharmaceutical consultancies from very humble beginnings for PA Technology, Coopers and Lybrand, IBM, and latterly PWC. He has also led the future thought-leadership series Pharma 2005, Pharma 2010 and currently leads the Pharma 2020 series. He delivered an insightful and information rich talk on Pharma Futures: Challenges and Opportunities at the event.

CPHI Expo

TAKE participated in a 3-day expo organized by CPHI held at the Mumbai Convention Center, which saw a record of over 45,000 visitors. TAKE showcased its Life Sciences brands in this illustrious expo that showcased the leading players, offerings and innovations in the Life Sciences industry.

4th Annual Clinical Data Integration & Management Conference

TAKE participated in the 4th Annual Clinical Data Integration & Management Conference held in Princeton, attended by over 100 Clinical Data Life Science professionals. TAKE presented on the topic 'Using Data Standards to Improve Efficiency in the Set – Up of Clinical Trials'.

CDISC Europe Interchange

TAKE's brand Navitas was a sponsor at the CDISC Europe Interchange held at Basel, Switzerland. Ms. Georgina Wood, Navitas' Clinical Data Services Practice Head participated at the event, gaining insights on new opportunities in the clinical data space concerning new standards for iDMP (Identification of Medicinal Products).

Pharma SUG Annual Conference

Navitas presented on the topic "Accelerate define.xml generation using Define Ready" at the Pharma SUG Annual Conference held at Orlando, U.S.A. The presentation touched upon the FDA & other regulatory agencies' mandate of electronic submissions and standardized data.

DIA eRegulatory and Intelligence Annual Conference

Navitas participated in the DIA eRegulatory and Intelligence Annual Conference held at Philadelphia, U.S.A. Navitas highlighted how content management is the key component of Regulatory Information Management (RIM), a key topic in the Life Science Industry. RIM looks at regulatory issues as an end-to-end process, and content management is the cornerstone of all regulatory activities.

5th Annual Medical Device Global Regulatory Intelligence Conference

Navitas presented on the topic 'Regulatory Aspects and Practical Considerations for Combination Product Surveillance' at the 5th Annual Medical Device Global Regulatory Intelligence Conference held in Alexandria, U.S.A. The session explored the impact of regulations for managing combination products on safety surveillance and product quality. It also provided attendees the building blocks for setting up a compliant and efficient process for managing combination product surveillance, highlighting how governance can be the glue that binds process, organization and compliance together where functional ownership fails.

18th Annual IDMA – APA Pharmaceutical Analysts' Convention

Mr. Jim Tizzard, CEO and Marty Boom, COO, Navitas both presented on the theme 'Quality & Compliance - Global Expectations' at the 18th Annual IDMA – APA Pharmaceutical Analysts' Convention held in Mumbai, India. The TAKE Academy of Life Science & Leadership (TALL) was a sponsor at this event which saw the participation of industry experts, thought leaders and regulators.

Regulatory Affairs Professionals Society (RAPS) Annual Meeting

Navitas participated in the Regulatory Affairs Professionals Society (RAPS) Annual Meeting in Baltimore, U.S.A where it highlighted its regulatory operations outsourcing solutions. The highlighted solutions included Submissions & Report Publishing, License Maintenance, Labeling & Artwork Services, Regulatory Information Management and Regulatory Strategy & Support. Additionally, pharmaReady®, Navitas' suite of fully integrated regulatory document management system - from document creation through regulatory submissions - was demonstrated.

CDISC Conference

TAKE's brand Intelent participated in the CDISC interchange conference in Chicago, U.S.A which saw the attendance of over 400 representatives of various Pharma, CRO and Biotech organizations. Intelent showcased one of its Innovation lab offerings on Metadata driven data transformations, with its strategic partner Akana.