

The background of the cover is a composite image. The top left shows a close-up of a person in a white lab coat and blue gloves using a glass dropper to add liquid to a petri dish. The bottom left shows a close-up of a microscope's objective lens and stage. A large, stylized red and grey geometric shape, resembling a stylized 'X' or a series of overlapping triangles, is positioned on the left side, partially obscuring the lab work. The central text is overlaid on a dark red, textured banner that spans the width of the page.

Running Better Running Different

Annual Report 2017-18

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COMPANY INFORMATION

BOARD OF DIRECTORS

Mr. N. Kumar
Chairman

Mr. Srinivasan H R
Vice Chairman & Managing Director

Prof Mr. G Raghuram
Independent Director

Mr. R Sundara Rajan
Independent Director

Ms. Uma Ratnam Krishnan
Independent Director

Mr. Raman Kapur
Independent Director

Mr. V Murali
Independent Director

Mr. S Srinivasan
Non-Executive Director

Mr. D V Ravi
Non-Executive Director

Mr. Ram Yeleswarapu
Executive Director

Ms. Subhasri Sriram
Executive Director

Ms. Shobana N S
Executive Director

BOARD COMMITTEES

Audit Committee

Mr. R Sundara Rajan
Chairman

Mr. V Murali
Member

Mr. D V Ravi
Member

Stakeholders' Relationship Committee

Mr. N Kumar
Chairman

Mr. R Sundara Rajan
Member

Mr. Srinivasan H R
Member

Nomination & Remuneration Committee

Mr. R Sundara Rajan
Chairman

Ms. Uma Ratnam Krishnan
Member

Mr. D V Ravi
Member

Corporate Social Responsibility Committee

Mr. R Sundara Rajan
Chairman

Mr. Srinivasan H R
Member

Mr. D V Ravi
Member

Risk Management Committee

Mr. Srinivasan H R
Chairman

Mr. D V Ravi
Member

Ms. Shobana N S (Chief Risk Officer)
Member

President & Chief Executive Officer

Mr. Ram Yeleswarapu

Company Secretary & Compliance Officer

Mr. Avaneesh Singh

Chief Financial Officer

Ms. Subhasri Sriram

Corporate Identification Number

L63090TN2000PLC046338

Registered Office:

No. 27, Tank Bund Road,
Nungambakkam, Chennai - 600 034
www.takesolutions.com

Statutory Auditors

G. D. Apte & Co.
Chartered Accountants
GDA House, Plot No. 85
Bhusari Colony (Right)
Paud Road
Pune 411 038

Chief Internal Auditor

Mr. V Venkatesan

Bankers

Axis Bank Limited
The Hongkong and Shanghai Banking
Corporation Limited
ICICI Bank Limited
IndusInd Bank Limited

Registrar & Transfer Agents

Link Intime India Pvt. Ltd.
C-101, 247 Park, L B S Marg, Vikhroli
West, Mumbai - 400 083

RUNNING BETTER

Formed by a small but passionate group of entrepreneurs, TAKE Solutions came into being in the year 2000 as a software products company focused on supply chain, creating products that generic Enterprise Resource Planning (ERP) software could not match. Headquartered in Chennai, India, the Company steadily built on its core competency through acquisitions and joint ventures. As the Company established credibility through its delivery excellence in supply chain solutions, it leveraged this track record to earn goodwill and long-term associations with clients despite its nascence and size.

Along its journey the Company recognized the transformative power of technology-enablement, and consistently delivered tailored solutions powered by tech innovation to help clients 'Run Better'.

It was in 2004 when the CEO of the organization sensed an opportunity in Life Sciences and the Company began directing its efforts towards organically and inorganically building its domain expertise, qualified pool of leaders and talent, and infrastructure while establishing a presence in North America with its flagship office at Princeton, New Jersey.

The foray into Life Sciences began in a small way when a global large-pharma organization and supply chain client approached the company to make regulatory submissions on its behalf. That was the organization's first services engagement, delivered with exemplary quality. This ignited the spark which led the organization to make mid-course corrections to move up the value chain.

What began in a small way in 2004

started gaining prominence in 2007-08 when the organization acquired OnSphere Corporation, Raleigh, North Carolina, an IP-driven leader in regulatory compliance for Life Sciences. As the organization grew in size and scale, it also inaugurated its Global Delivery Center in Chennai and became a Public Listed Company on the National and Bombay Stock Exchanges.

FY18 marks ten landmark years since the organization was listed in the stock exchanges.

By 2010, the Company took cognizance of the value that the Life Sciences business was bringing and expanded the scope of its portfolio of offerings and subject matter expertise with the acquisition of the UK-based WCI



LISTING ON THE STOCK EXCHANGES



GLOBAL DELIVERY CENTER, CHENNAI

Consulting Group, a leading patient safety and compliance advisor to the Life Sciences industry. With its passion for innovation and for value creation, the Company established software-driven proprietary products and services such as safetyREADY, pharmaREADY and its unique proprietary industry networks.

After establishing a firm foothold in the Regulatory, Safety and Consulting spaces through IP driven, technology backed solutions, the Company made a strategic decision to direct its complete focus on to the Life Sciences industry and continue to add to its boutique portfolio. It also launched a Latin American hub at Colombia, Bogota for easy access to clients in North and Latin America, building strong local infrastructure and a rich talent pool of professionals with a deep understanding of local and global regulatory requirements.

With reports estimating the Life Sciences market to be worth USD 60 – USD 80 Bn and the Life Sciences Outsourcing Industry expected to grow to USD 39 Bn by 2020, the Company set about capitalizing on the staggering global opportunities present in this space.

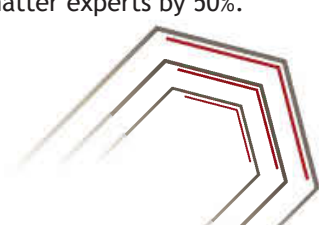
Taking significant steps in this direction, the Company acquired Ecron Acunova, a full-service CRO with Clinical & BA/BE capabilities, thereby adding to its infrastructure with audit ready clinical facilities and expanding global footprint further in Europe and Nordic countries. This acquisition also added to its pool of subject matter experts by 50%.

As interesting market-shaping trends and the industry's unabated growth continued to validate the Company's decision to transition into a full-fledged Life Sciences player, it continued its progression from the regulatory and safety arenas to the highly specialized and domain-intensive clinical space.

The need for safer, more effective and affordable medicines for the global population and regulations aimed at enhancing transparency in clinical research, patient safety and compliance have spurred innovation. The Biopharma industry's focus on drug discovery and research, and its attempt to retain core intellectual property assets while relinquishing control over non-core activities has enabled increased outsourcing of drug development and post-approval maintenance efforts.

The need to shrink the elapsed time of clinical trials and reduce costs while enhancing the benefit-risk profile of medicines has mandated the use of technology backed, streamlined best-practices driven processes. As the move towards digitalization continues, the industry is also struggling with decades of either organic or inherited legacy technology stack. As patients, physicians, research centers, and health systems continue to get educated, the pace of adoption poses challenges and continues to present vast opportunities for boutique organizations like our Company.

Backed by this industry scenario, the Company embarked on a 5-year transformative scale-up initiative to emerge as a significantly larger organization with an amplified global impact by the year 2021.





RUNNING DIFFERENT...

TAKE's legacy truly has been an inimitable one.

As the organization evolved and metamorphized to stay relevant in the niches over the years, its agenda to deliver transformative, high quality solutions and commitment to creating tremendous value to all stakeholders have remained an unshakable constant. While the Company is not unfamiliar to change, its journey to achieving its ambitious scale-up goals will result in its most significant transformation yet.

Powered by a passionate global team of over 1500 professionals, an expanding global footprint spanning the Americas, Europe and the Asia Pacific with 17 offices in 7 countries, the Company continues to take emphatic strides along this journey with a strong FY18, setting the stage for sustained growth in the near and long-term future.

The Company also made a strategic decision to consolidate its augmented Life Sciences capabilities under the go-to-market brand Navitas Life Sciences, using platform-based services to provide a 360-degree coverage of the domain, increasing speed to market and reducing the cost of drug development. Carrying forward its stellar legacy, Navitas Life Sciences has registered tremendous business impact in the market and industry.

The Company has emerged as a preferred full-service partner for Life Sciences players, improving efficiency and driving better outcomes across the drug development value chain across Clinical, Regulatory and Safety.

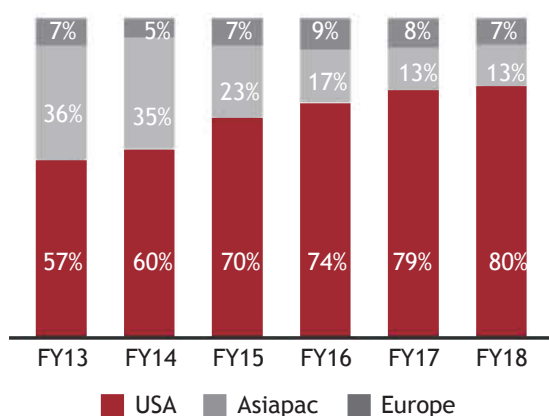
With its proven domain expertise and cemented position as a Life Sciences expert, over 91% of the Company's Q4 FY18 revenue has been attributed to this domain with the Company's niche operations in Supply Chain through its brands TAKE Supply Chain and APA Engineering accounting for the remaining.

As it commences a new chapter of its journey, the Company is steeled to 'Run Differently', create new milestones, deepen its expertise and scale the pinnacle of success as a full-ledged, specialized and end-to-end Life Sciences organization.

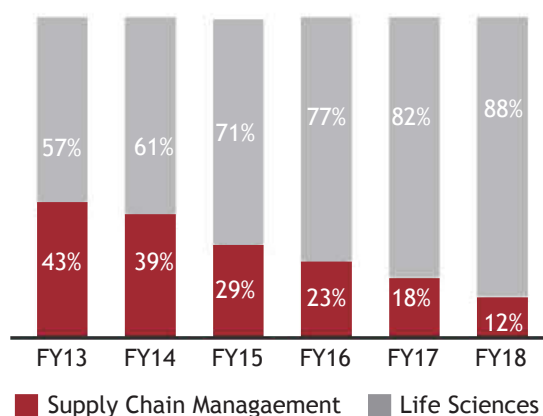


FINANCIAL HIGHLIGHTS

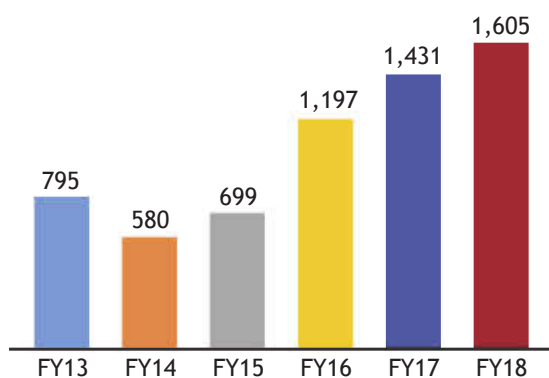
Revenue % by Geography



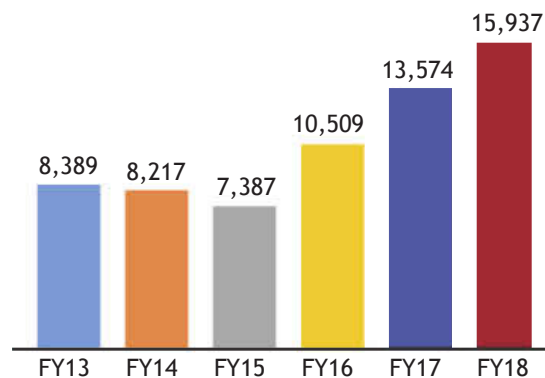
Revenue % by Vertical



Net Profit (INR Million)



Revenue (INR Million)



- The consolidated total revenue for the year was INR 15,937 Mn, a 17% increase over FY17
- Net Profit for the period was INR 1,605 Mn, a 12% increase over FY17
- The diluted Earnings Per Share (EPS) for the period was INR 12.15 compared to INR 11.19 in FY17
- The Board recommended total dividend of INR 1.00 (100% on paid up capital) for FY18
- FY17 & FY18 financials are as per IndAs (unless otherwise mentioned)

INDUSTRY EVENTS



HDA's 2017 Distribution Management Conference and Expo

The Company demonstrated traceREADY, its Track & Trace solution at HDA's 2017 Distribution Management Conference and Expo, California to showcase how it helps pharma/biotech manufacturers, third party logistics (3PL's) companies and pre-manufacturing facilities comply with new regulatory requirements.

ORACLE INDUSTRY CONNECT

Oracle Industry Connect Conference 2017

The Company highlighted its Multi-Tenant Argus safetyREADY™ Shared Cloud at Oracle's Industry Connect Conference, Florida. The Company showcased how safetyREADY™ helps organizations take advantage of Oracle's case based licensing model to pay only for volumes that they will use to offset high implementation, infrastructure and maintenance costs of traditional Oracle Argus Safety deployments.

India - TrackWise User Group (TUG)

The Company, along with Sparta Systems hosted the 3rd TrackWise User Group (TUG) in Mumbai. The event served as a platform for TrackWise users across India to connect and share their experiences and best practices, and learn from experts on how to get more from their investments.

eRegulatory Summit

The Company exhibited in an eRegulatory Summit in Madrid focused on connecting Regulatory Information Management (RIM), Identification of Medicinal Products (IDMP) and Electronic Common Technical Document (eCTD) professionals to drive regulatory strategies through authority access and industry expertise.



CAPA & ROOT CAUSE INVESTIGATION WORKSHOP

CPhI's 2nd Annual CAPA & Root Cause Investigation Workshop

The Company, along with Sparta Systems exhibited at the Corrective Action and Preventive Action (CAPA) & Root Cause Investigation Workshop, Mumbai, the only forum in India dedicated to identifying non-compliance, understanding the root cause, and responding with appropriate corrective and preventive actions for the Pharmaceutical companies. The exclusive workshop was mentored by a former USFDA Director and touched upon the areas of quality and manufacturing in Pharma companies.

CPhI Worldwide

The Company exhibited at the CPhI Worldwide Conference, Frankfurt which witnessed the participation of over 42,000 pharmaceutical professionals from 153 countries. The Company's subject matter experts were available to elucidate on the organization's augmented full-service offerings that deliver transformational outcomes across Phase I - IV Clinical Trials, Consulting Services (including ICH E6 compliance), Non - Interventional Studies, BA/BE Studies, and Clinical Data Management.

DIA 2017 Annual Meeting

The Company presented on the "Successes and Challenges in Achieving and Maintaining Oversight of Pharmacovigilance Affiliates" at DIA's annual meeting in Chicago, and participated in a panel session titled "The Brave New World: The Ongoing Globalization of Pharmacovigilance" along with the Global Head of Pharmacovigilance and Medical Affairs from Otsuka Pharmaceuticals and others.

Partnerships in Clinical Trials Europe Conference

The Company showcased its full-service Life Sciences offerings at the Partnerships in Clinical Trials Europe Conference in Amsterdam. The conference attracted over 1,000 industry professionals from over 450 companies.

2nd European Clinical Quality Oversight Forum

Company representatives and subject matter experts lead a panel on "ICH E6 R2 Compliance, Reflecting on the Actions and Process Adjustments Taken to Achieve ICH E6 R2 Compliance" at the 2nd European Clinical Quality Oversight Forum in London. The panel examined how operations were assessed to determine where adjustments needed to be made to ensure compliance.



ISCR Annual Meeting

The Company's subject matter experts spoke about its full-service clinical offerings that deliver transformational outcomes across Phase II - IV clinical trials, non - interventional studies, and biologics & biosimilars studies at ISCR's annual meeting in Bangalore. The experts also demonstrated its next generation clinical trials management platform OneClinical.

SETTING AND CELEBRATING MILESTONES

The Company continued to evolve to deliver transformative outcomes, address critical challenges and improve patient health, celebrating several milestones along this journey.

- The Company augmented its infrastructure in Princeton, Berlin, Frankfurt and Bangalore to accommodate its evolving scale, capabilities and team. The Company inaugurated a state-of-the-art, 80-bedded Clinical facility in Chennai and expanded the size and scope of its delivery center in Colombia, Bogota.



- pharmaREADY** the Company's flagship regulatory compliant, web-based solution suite, surpassed its landmark 150th customer win.
- The Company's domain centricity was recognized in the form of a listing as 'Leader' in the prestigious IDC Marketscape: Drug Safety Services Vendor Assessment as one of only eight vendors selected based on the MarketScape's stringent research and due diligence process.

The spirit of striving for the highest degree of excellence that pervades the organization also continued to be acknowledged by prestigious global evaluators.

- The Company was bestowed with the Golden Peacock Award for Excellence in Corporate Governance, established by the renowned Institute of Directors (IoD), London.
- The Company's award-winning talent management practices continued to receive accolades in the form of the 'Best Employer Brand' award for the second consecutive year at the World HRD Congress 2018, where it also ranked 3rd in the Times Ascent



GOLDEN PEACOCK AWARD

presents Dream Companies to Work For category. Praveen Renganathan, Vice President - Global HR Operations, was bestowed with a citation of being among the top "100 HR Leaders Who Make a Difference"

- The Company earned a place in the "Great Place to Work" global listing, the global authority



on building, sustaining and recognizing exemplary workplace culture and best practices.

- The Company received two awards for Excellence in Branding & Marketing in the categories 'Best Use of Video Content' and 'Best Media Relations PR Campaign' at the Asian Customer Engagement Forum (ACEF) Awards
- The Company's environmental, social and community welfare practices were awarded a Silver recognition level by EcoVadis, a collaborative platform that evaluates and monitors the Sustainability and CSR performances of organizations across 150 sectors and 110 countries.