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TAKE's acquisition of Ecron Acunova will amplify our experience in Life Sciences

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How did this proposition of acquiring Enron Acunova come through for TAKE?

We have known the company for a while and have worked on joint projects previously. This relationship has evolved from there.

What are the strategic advantages with this acquisition?

This acquisition will broaden TAKE's scope of expertise to target the largely untapped Biosimilars, Regenerative Medicine and Diagnostic Imaging Agents space by increasing our IP assets. We will also add audit ready infrastructure in Europe and India, and parts of South Asia to our expanding global footprint. Through this acquisition, we will also augment our pool of subject-matter experts by 30% and life sciences talent by 50%, significantly amplifying our experience, innovation and domain expertise. In addition, the Full Service capability along with expanded infrastructure will allow us to service the mid-market as well.

Ecron Acunova (EA) is a Life Sciences services company delivering pharmaceutical research services to global clients across South East Asia, Central & Nordic Europe and North America. Along with catering to big pharma clients, EA's capabilities lay in delivering highly specialized services to small/medium size biotech and pharma companies in the areas of Pharmacovigilance, Regulatory Affairs, Strategic Consulting, Clinical Data Management and Biostatistics, Medical Writing, Clinical Trials Phases II-IV and Bioavailability & Bioequivalence (BA/BE). Thus this acquisition will help TAKE exploit all of EA's expertise.

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Could you outline the financial transaction of the deal?
All cash transaction for INR 115 crores

How would this acquisition broaden TAKE's service offerings to the pharmaceutical industry?

With the coming together of the two organizations, we will explore new vistas of the dynamic Pharmaceutical, Biotechnology, and Medical Device R&D markets including the areas of Biosimilars, Regenerative Medicine and Diagnostic Imaging Agents. As an innovation driven organization, TAKE will also now be able to expand its IPs in Risk Based Monitoring and other solutions aimed at bringing safe, effective, and affordable drugs and devices to market.

Will this acquisition make TAKE foray into new areas of expertise and countries?

Through this acquisition, TAKE explores new vistas of biosimilars, regenerative medicine and diagnostic imaging and expands its global footprint to cover Central and Nordic Europe. Globally, there is a growing focus on quality, data, analytics and outcomes in the industry, resulting in increased pharma/biotech R&D spending and funding. This acquisition will enhance our addressable market from $ 15.9 bn to over $30 bn by 2019, giving us great headroom for growth. TAKE & EA's combined attributes will strengthen our position as a fully integrated differentiated Life Sciences services provider to large and small

global pharmaceutical companies and thereby broaden the addressable market.

Would any member of Enron Acunova be inducted into TAKE's board?

All of TAKE's units, including EA are comprised of highly competent professionals. The supervisory body, i.e. the Board, consists of eminent persons with different spheres of expertise and experience. Hence the acquisition and composition of the board are not correlated.

Will this acquisition have an impact on TAKE's latest spin-off Navitas?

There will only be a positive impact of revenue synergies.