

IT Staffing acquisition update

(ASAP Info Systems Private Limited)



ASAP-Snapshot



- Established in 1998 as an IT training business and subsequently converted into an IT staffing company in 2003.
- ASAP is Tier 1 staffing provider to reputed MNC'S and ranked amongst Top 10 Indian IT staffing companies with services spanning across Staff Augmentation, Direct Hire, Payrolling, Transitioning, SOW-Project Services
- More than 90% client retention
- ASAP operates through its offices across India, Bangalore being its corporate office and has branches across Chennai, Hyderabad, Gurgaon, Pune. ASAP operates all its corporate services from one centralised office in Bangalore.



ASAP Financial Summary

(all numbers in Rs.crore unless otherwise stated)

	FY 15-16 (Unaudited)
No. of Employees (Core + Associates)	1,100
Revenue	63.5
YoY Revenue growth	127%
Mark-up %	26.2%
Gross margin	14.2
Gross margin %	23.6%
EBITDA	11.1
EBIDTA %	17.5%
PBT	9.0
PBT %	14.2%
PAT	4.9
PAT %	11.2%
<u>Other ratios:</u>	
RoE (%)	51%
Debtor days	54

Acquisition Rationale

Entry into the higher margin IT Staffing vertical, in line with TeamLease's strategy for margin expansion

ASAP Info Systems, a Tier 1 IT staffing provider with proven track record

Acquisition to be EBITDA and Net Margin accretive from year 1

Part of the consideration linked to future earnings

Thank You

